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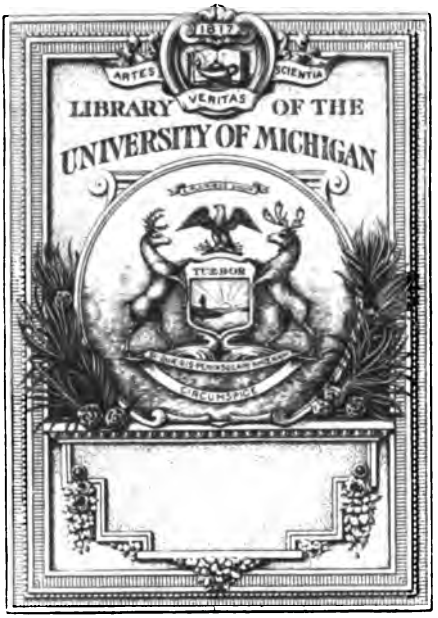

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DEPARTMENT OF COMMERCE

BUREAU OF FOREIGN AND DOMESTIC COMMERCE

B. S. CUTLER, Chief

MISCELLANEOUS SERIES—No. 78

TRADE OF THE UNITED STATES WITH THE WORLD 1917–1918

Part 1—IMPORTS

IMPORTS OF MERCHANDISE INTO THE UNITED STATES BY COUNTRIES AND PRINCIPAL ARTICLES, DURING THE YEARS ENDING JUNE 30, 1917 AND 1918

PRICE, 10 CENTS

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Washington, D. C.

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1919

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LETTER OF SUBMITTAL.

DEPARTMENT OF COMMERCE,
BUREAU OF FOREIGN AND DOMESTIC COMMERCE,
Washington, January 7, 1919.

SIR: The following statistical tables of imports into the United States, by countries and articles, during the fiscal years ended June 30, 1917 and 1918, are a continuation of similar tables published for 1916 and 1917 as "Miscellaneous Series No. 63," for 1914 and 1915 as "Miscellaneous Series No. 38," and for 1912 and 1913 as "Miscellaneous Series No. 15" under the title of "Trade of the United States with the World." A similar report of exports, by countries and articles, will follow in a separate publication.

These statistics were printed as Table No. 19 in the annual report on "Commerce and Navigation of the United States" back to 1906, and previous to that time in volume 2 of the annual report.

Very respectfully,

B. S. CUTLER,
Chief of Bureau.

To Hon. WILLIAM C. REDFIELD,
Secretary of Commerce.

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Part 1.—IMPORTS OF MERCHANDISE INTO THE UNITED STATES, BY COUNTRIES AND PRINCIPAL ARTICLES, YEARS ENDING JUNE 30, 1917 AND 1918.

[NOTE.—The import values represent the wholesale market prices in the foreign countries at the time of exportation to the United States, including the value of containers or coverings, but excluding freight, insurance, and other transportation charges, and import duties in the United States. Abbreviations: n. e. s., not elsewhere specified; n. s. p. f., not specially provided for.]

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE.				
AUSTRIA-HUNGARY.				
Articles specially imported:				
Works of art for exhibition and other purposes			$3,655	
All other			93	
Art works, all other			2,742	
Beads and bead ornaments			5,643	
Brushes, feather dusters, and hair pencils			2,069	
Buttons, and parts of			4,066	
Chemicals, drugs, dyes, and medicines: Fusel oil and amylic alcohol.....lbs.	84,668		17,687	
Earthen, stone, and china ware:				
China, porcelain, parian, and bisque—				
Not decorated or ornamented			149	
Decorated or ornamented			1,833	
Earthen and crockery ware—Decorated or ornamented			50	
Glass and glassware:				
Bottles, decanters, and other glassware, cut or ornamented			752	
All other manufactures of			1,305	
Gold and silver, manufactures of: Jewelry			15,066	
Hats, bonnets, and hoods, materials for			2,708	
Iron and steel, manufactures of			914	
Metals, metal compositions, and manufactures of			1,694	
Musical instruments, and parts of, including strings			857	
Paper, manufactures of: Books, music, maps, engravings, etchings, photographs, and other printed matter			524	
Pipes and smokers' articles:				
Cigarette books, covers, and paper			245	
Pipes and all other smokers' articles			1,195	
Precious and semiprecious stones and imitations of:				
Cut but not set			2,638	
Imitation precious stones			151,663	$12,576
Toys			2,996	
Wood, manufactures of			186	
Wool, hair of the camel, goat, alpaca, and other like animals, manufactures of: Wearing apparel			3,749	
All other articles			973	190
Total			225,452	12,766
AZORES, AND MADEIRA ISLANDS.				
Cotton, manufactures of:				
Handkerchiefs or mufflers			8,790	5,276
Laces, embroideries, etc., and articles made thereof (except wearing apparel)—				
Embroideries, including edgings, insertings, etc			18,462	21,787
All other			53,198	51,509
All other manufactures of			849	194
Fibers, vegetable, and textile grasses, and manufactures of:				
Manufactures of—				
Handkerchiefs			122,880	109,275
Laces, embroideries, etc., and articles made thereof (except wearing apparel)			1,178,737	1,277,592
Wearing apparel			9,749	7,693
Fish, cured or preserved:				
Except shellfish, packed in oil				3
All other			1,356	34

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Imports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
AZORES, AND MADEIRA ISLANDS—continued.				
Fruits and nuts:				
Fruits—				
Pineapples			$2,073	$498
All other			100	1,439
Nuts—Almonds—shelled ..lbs..	68,200	20,902	16,731	3,913
Paper stock, crude (except wood pulp)			5,252	4,039
Spirits, wines, malt liquors, and other beverages:				
Still wines—				
In casks ..galls..	7,493	5,444	12,411	9,427
In other coverings ..doz. qts..	389	209	2,439	1,308
All other beverages			270	
Vegetables in natural state			3,323	1,007
Wood, and manufactures of			361	8,467
All other articles			5,025	10,593
Total			1,442,006	1,514,054
BELGIUM.				
Articles specially imported: Statuary, regalia, gems, etc			1,056	
Chemicals, drugs, dyes, and medicines: Arsenic and sulphide of, or orpiment ..lbs..	92,990		17,921	
Cotton, manufactures of:				
Laces, embroideries, etc., and articles made thereof (except wearing apparel)—				
Lace window curtains			1,461	
Laces, etc., handmade			1,777	1,431
All other			6,348	
Wearing apparel			109	
Earthenware, etc., not decorated				2,973
Fibers, vegetable, and textile grasses, manufactures of, n. e. s.:				
Fabrics of flax, hemp, or ramie, including shirting cloth ..sq. yds..	179,844		50,581	
Laces, embroideries, etc., and articles made thereof (except wearing apparel)			629	
All other			82,932	
Gelatin, and manufactures of:				
Gelatin ..lbs..	17,584		7,220	
Manufactures of			11,347	
Glass and glassware:				
Bottles, decanters, and other glassware, cut or ornamented				5,075
Cylinder, crown, and common window glass, unpolished ..lbs..	1,734,542	302,253	162,748	29,219
All other manufactures			34	150
Household and personal effects, etc			7,078	
Iron and steel, manufactures of: Machinery, machines, and parts of			55,237	
Ivory, animal (tusks in natural state) ..lbs..	60,719		137,503	
Leather and tanned skins, manufactures of—Gloves ..doz. prs..	17,202	4,142	94,890	21,570
Matting and mats for floors, of cocoa fiber, rattan or straw, etc ..sq. yds..	952		796	
Paper, and manufactures of:				
Books, music, maps, engravings, etc			30,719	4,175
Lithographic labels and prints			273	1,941
Surface-coated paper ..lbs..	148,175	101,686	16,035	12,634
Plants, trees, shrubs, and vines:				
Bulbs, bulbous roots, or corms, cultivated for their flowers or foliage ..M..	810		7,981	
All other			284,004	
Straw and grass, manufactures of			848	
Tobacco, manufactures of: Cigars and cheroots ..lbs..	633		2,167	
Wood, manufactures of:				
Baskets of bamboo, wood, straw, etc			10,945	
Furniture			1,226	285
All other			1,680	
Wool, hair of camel, goat, alpaca, and other like animals, manufactures of: Cloths ..lbs.. / ..sq. yds..	27,394 / 31,445		33,706	
All other articles			10	
Total			1,029,261	80,053

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Imports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
BULGARIA.				
Chemicals, drugs, dyes, medicines, etc.			$725	
Wool, manufactures of: Carpets and carpeting—				
Carpets and rugs woven whole.....sq. yds.		1,700		$8,569
Total			725	8,569
DENMARK.				
Articles, the growth, produce, etc., of the United States, returned			7,263	18,136
Articles specially imported			1,430	
Art works:				
The production of American artists			1,500	
All other			2,074	255
Beads and bead ornaments			502	
Bristles: Sorted, bunched, or prepared.....lbs.	1,264		2,673	
Chalk, unmanufactured.....tons.	15,262	6,500	15,820	9,185
Chemicals, drugs, dyes, and medicines:				
Coal-tar colors or dyes			39,035	
Fusel oil or amylic alcohol.....lbs.	132,966		50,719	
All other			7,426	3,190
Corkwood or bark, unmanufactured			56,396	
Cotton, manufactures of:				
Embroideries, edgings, etc			1,557	
Laces, and lace articles			2,295	1,208
Knit goods			5,052	13,756
Waste or flocks.....lbs.	15,812		1,344	
All other			251	1
Earthen, stone, and china ware:				
China, porcelain, etc.—				
Not decorated or ornamented			4,895	7,450
Decorated or ornamented			13,891	11,099
Earthen and crockery ware—Decorated or ornamented			9,188	6,395
All other			927	126
Feathers, etc., natural and artificial			5,820	
Fibers, vegetable, and textile grasses, manufactures of, n. e. s.:				
Fabrics, etc., of flax, hemp, or ramie, etc...sq. yds.	1,148		1,019	
Laces, embroideries, etc., and articles made thereof (except wearing apparel)			27	10
Wearing apparel			1,170	1,240
All other			4,889	519
Fish, cured or preserved:				
Herring.....lbs.	48,015		4,459	
All other			46,550	
Furs, and fur skins: Undressed			16,791	
Glass and glassware:				
Bottles, vials, etc			1,901	658
All other			29	27
Gold and silver, and manufactures of:				
Gold and silver, manufactures of			125	17
Jewelry			447	17
Hair, unmanufactured: Horsehair.....lbs.	4,158		3,419	
Hides and skins (except fur skins), raw or uncured:				
Calfskins—				
Dry.....lbs.	121,184		56,569	
Green or pickled.....lbs.	449,924		163,455	
Sheepskins—Green or pickled.....lbs.	180,969		23,338	
Household and personal effects and wearing apparel in use, etc			3,074	1,488
Iron and steel, manufactures of:				
Bar iron.....tons.	100		8,523	
Machinery, machines, and parts of			18,135	115,421
Sheets and plates.....lbs.	61,759		4,130	
Wire rods.....lbs.	181,364		9,548	
All other			14,237	7,463
Leather and tanned skins, manufactures of:				
Gloves.....doz. prs.	651		4,115	
All other			4	
Matches, friction or lucifer			775	56,601
Meat and dairy products:				
Meat products—Meats, prepared or preserved			7	1,528
Dairy products—Butter and substitutes for....lbs.	149,078	83,305	83,076	52,322

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Imports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
DENMARK—continued.				
Metals, metal compositions, and manufactures of, n. e. s.			$574	$310
Minerals, crude, n. e. s.			5,229	3,783
Paints, pigments, colors, and varnishes			8,686	3,618
Paper stock, crude (except wood pulp):				
Rags other than woolen, lbs.	1,380,553	79,542	22,451	11,233
All other (including grasses, fibers, waste, etc., used chiefly for paper making)			35,291	
Paper, and manufactures of:				
Books, music, maps, engravings, etchings, photographs, and other printed matter			17,063	8,749
Lithographic labels and prints (except post cards)			160	
Photographic			91,977	24,519
All other			2,677	49
Perfumery, cosmetics, and toilet preparations			65	
Photographic goods:				
Motion-picture films—				
Negatives, linear feet	52,981	15,380	12,032	1,175
Positives, linear feet	85,435		5,802	
All other			100	
Plants, trees, shrubs, and vines:				
Bulbs, bulbous roots, or corms, cultivated for their flowers or foliage, M.	133		1,419	
All other			678	
Precious and semiprecious stones, and imitations of:				
Diamonds—				
Uncut			7,298	
Cut, but not set			197,928	
Other precious and semiprecious stones, cut, but not set			4,737	12,817
Imitation precious stones			3,032	23,708
Rennet, raw or prepared			4,770	34,480
Seeds:				
Grass, lbs.	1,218,884	57,864	175,384	9,137
Sugar beet, lbs.	10,000		1,100	
All other			88,476	50,917
Silk, and manufactures of			584	85
Spirits, wines, malt liquors, and other beverages:				
Malt liquors—				
In bottles or jugs, galls.	5,030	2,403	3,627	1,909
In other coverings, galls.	173		171	
Spirits, distilled—Cordials, liqueurs, etc., pf. galls.	8,071	1,811	8,609	4,350
Wines—Champagne and other sparkling, doz. qts.	320		5,707	
All other			1,421	
Stone, and manufactures of:				
Flint, and flint stones, unground			163,127	98,970
Stone, and manufactures of, including slate			1,770	1,183
Wood, manufactures of:				
Wood pulp—				
Chemical, unbleached, tons		1,270		150,427
Chemical, bleached, tons		896		110,442
All other			5,720	47,546
Wool, hair of the camel, goat, alpaca, and other like animals, manufactures of			126	2
All other articles			17,156	113,842
Total			1,595,417	1,022,397
FINLAND.				
Paper, and manufactures of: Books, music, maps, engravings, photographs, n. e. s.			8,299	1,930
Fish, except shellfish, packed in oil			9	
All other articles				249
Total			8,308	2,179
FRANCE.				
Abrasive materials:				
Crude artificial abrasives			108,690	14,999
Corundum ore, tons		82		10,704
Emery ore, tons		2,959		80,000
All other			10,192	5,093
Agricultural implements and parts of			31,188	16,868
Aluminum, manufactures of			5,236	5,917

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Imports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
FRANCE—continued.				
Animals:				
Horses.....No..	170	263	$137,987	$166,277
All other, including fowls			3,464	7,201
Articles specially imported:				
Articles temporarily imported for export within six months			1,178,073	731,498
For diplomatic officers			17,458	23,328
For manufacture in bonded warehouses and export			104,692	113,960
Statuary, regalia, gems, etc., for religious or educational purposes			71,466	73,902
Works of art for exhibition, presentation to public institutions, etc			22,207	638
All other			6,078	8,423
Articles, the growth, produce, and manufacture of the United States, returned			341,279	222,544
Art works:				
The production of American artists			42,709	42,783
All other			8,818,343	3,288,885
Beads and bead ornaments			1,216,689	1,208,567
Blacking for shoes			6,812	9,471
Bones, hoofs, and horns:				
Unmanufactured			2,112	4,134
Manufactures of bone and horn, including combs			47,333	25,958
Breadstuffs:				
Macaroni, vermicelli, and all similar preparations.....lbs..	179,912		16,832	
All other			7,505	3,658
Bristles, sorted, bunched, or prepared.....lbs..	91,706	45,047	88,437	65,364
Bronze, manufactures of			35,619	24,244
Brushes, feather dusters, and hair pencils			259,142	166,040
Buttons, and parts of			154,324	192,453
Carbon, manufactures of:				
Electrodes, brushes, plates, and disks			172,917	176,257
All other			62,357	29,713
Cars, carriages, other vehicles, and parts of:				
Automobiles, and parts of—				
Automobiles.....No..	11		29,497	
Parts of (except tires)			2,975	150
Bicycles, motor and other cycles, and parts of			11,415	4,348
All other			53,653	
Chemicals, drugs, dyes, and medicines:				
Acids			49,467	20,680
Argols or wine lees.....lbs..	6,634,077	6,337,796	1,156,950	1,419,203
Coal-tar distillates, preparations, or products—				
Coal-tar colors or dyes			23,134	213,339
All other			86,995	25,357
Fusel oil or amylic alcohol.....lbs..	47,615		15,368	
Gums—				
Camphor, refined, and synthetic.....lbs..	64,308		41,530	
All other			74,101	588,875
Lactarene or casein.....lbs..	2,689,103	1,355,260	385,363	241,415
Licorice root.....lbs..	415,542	340,051	49,872	24,437
Preparations, medicinal			70,991	170,783
Soda—All other salts of			135,250	237
Vanilla beans.....lbs..	286,515	418,213	572,396	665,185
All other			983,183	1,042,457
Clocks, watches, and parts of:				
Clocks, and parts of			41,526	36,828
Watches, and parts of			248,912	904,761
Coffee.....lbs..	178	16	26	9
Collodion, and manufactures of			20,242	10,609
Copper:				
Matte and regulus.....copper lbs..	195,309	24,637	40,876	6,585
All other manufactures of			15,554	32,522
Cork:				
Wood or cork bark			101,840	88,518
Manufactures of			3,633	7,486
Cotton, manufactures of:				
Cloths—				
Bleached.....sq. yds..	517,516	231,757	138,708	55,660
Dyed in the piece.....sq. yds..	275,510	118,284	89,510	52,422
Printed.....sq. yds..	254,939	136,537	105,791	68,420
Dyed, etc.—All other.....sq. yds..	44,342	21,478	18,970	13,876
Handkerchiefs or mufflers			6,884	72,025

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Imports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
FRANCE—continued.				
Cotton, manufactures of—Continued.				
Laces, embroideries, etc., and articles made thereof (except wearing apparel)—				
Embroideries, insertings, etc			$124,318	$163,494
Lace window curtains			30,339	13,944
Laces and lace articles, etc.—				
Hand made			137,632	62,421
All other			3,370,074	1,751,684
Nets and nettings			40,445	15,395
All other			376,813	208,325
Plushes, velvets, velveteens, and other pile fabrics (except corduroys)....sq. yds.	23,141	11,333	20,029	8,035
Wearing apparel—				
Knit goods—				
Stockings, hose, and half-hose....doz. prs.	3,479	2,298	21,818	20,380
All other			23,011	25,430
All other			1,025,681	632,806
All other manufactures of			326,700	195,020
Dice, draughts, chessmen, billiard balls, etc			23,925	25,487
Earthen, stone, and china ware:				
China, porcelain, parian, and bisque—				
Not decorated or ornamented			110,625	81,678
Decorated or ornamented			838,570	616,627
All other			71,820	115,911
Edible substances n. s. p. f			14,337	13,881
Fans, except palm leaf			31,294	14,099
Feathers, etc., natural and artificial:				
Feathers and downs, crude, not dressed, colored, or manufactured			385,025	265,744
Dressed, etc., not for millinery			15,227	24,340
Feathers, etc., flowers, etc., artificial, suitable for millinery			1,848,531	929,449
Fibers, vegetable, textile grasses, manufactures of:				
Fabrics, plain woven—Burlaps of single jute yarn, not bleached, etc....lbs.		6,250		563
Fabrics of flax, hemp, or ramie, including shirting cloth....sq. yds.	216,394	176,579	124,564	136,525
Handkerchiefs			129,615	60,987
Laces, edgings, embroideries, etc			264,916	242,000
Wearing apparel			172,035	105,786
All other			48,298	15,839
Fish:				
Cured or preserved—Fish, except shellfish, packed in oil			364,973	6,591
All other			4,062	737
Fruits and nuts:				
Fruits—				
Preserved			235,601	104,212
All other			124,575	140,343
Nuts—				
Almonds—				
Not shelled....lbs.	540,024	88,184	43,307	6,563
Shelled....lbs.	347,084	486,436	97,234	135,483
Walnuts—				
Not shelled....lbs.	7,409,929	1,666,720	860,562	258,021
Shelled....lbs.	10,892,978	7,433,232	3,315,299	3,164,096
All other			21,369	2,039
Furs, and manufactures of:				
Furs and fur skins, undressed			1,629,827	2,680,226
Furs, dressed on the skin			899,479	164,103
Manufactures of—				
Hats, bonnets, and hoods....doz.	4,544	3,901	104,073	104,526
All other			921,599	702,303
Gelatin, and manufactures of:				
Unmanufactured....lbs.	199,677	55,031	72,484	21,939
Manufactures of			5,034	2,513
Glass and glassware:				
Bottles, vials, demijohns, carboys, and jars (except blown), plain green or colored, empty or filled			314,864	162,950
Bottles, decanters, etc., cut or ornamented			105,877	101,860
Lenses, and all optical instruments			121,068	69,177
Plates or disks, rough-cut or unwrought, for optical purposes			39,762	71,235
All other			112,165	86,455

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Imports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
FRANCE—continued.				
Glue and glue size.....lbs..	444,327	553,159	$69,991	$90,929
Gold and silver, manufactures of, including jewelry:				
Gold and silver, manufactures of.....	.....	.....	2,685,943	1,492,465
Jewelry.....	.....	.....	184,356	137,028
Grease and oils:				
Sulphur oil or olive foots.....lbs..	341,463	.....	32,966	.....
All other.....	.....	.....	35,301	163,756
Hair, and manufactures of:				
Unmanufactured—				
Horse and other animal.....lbs..	205,305	5,174	53,452	7,234
Human, uncleaned.....lbs..	15,099	73	6,793	482
Manufactures of.....	.....	.....	84,646	116,360
Hair, artificial, horsehair, manufactured.....	.....	.....	16,464	11,365
Hats, bonnets, and hoods, and materials for:				
Materials for.....	.....	.....	501,612	260,899
Hats, bonnets, etc., of straw, etc.....	.....	.....	73,867	44,550
Hay.....tons..	.....	2,130	.....	26,325
Hops.....lbs..	177,639	103,214	40,561	66,256
Hides and skins (except fur skins), raw or uncured:				
Calfskins—				
Dry.....lbs..	137,720	30,947	55,603	6,969
Green or pickled.....lbs..	2,300,182	39,289	1,378,267	14,335
Cattle hides—				
Dry (12 pounds and over).....lbs..	439,253	54,379	116,260	22,110
Green or pickled (25 pounds and over).....lbs..	81,641	.....	18,036	.....
Goat skins—				
Dry.....lbs..	984,569	142,823	678,589	114,808
Green or pickled.....lbs..	61,844	48,144	15,729	35,354
Horse and ass skins—				
Dry.....lbs..	660,412	.....	89,305	.....
Green or pickled.....lbs..	8,548,153	403,866	1,564,212	72,709
Sheepskins—				
Dry.....lbs..	982,676	227,145	363,009	136,894
Green or pickled.....lbs..	380,033	186,189	335,832	212,212
All other.....lbs..	24	30	10	17
Hide cuttings, raw.....lbs..	2,063,677	712,149	76,299	30,957
Household and personal effects, etc.....	.....	.....	962,791	172,814
India rubber, and manufactures of:				
Unmanufactured—				
Gutta percha, crude.....lbs..	1,188	.....	2,393	.....
India rubber, crude.....lbs..	616,772	508,017	300,052	225,803
India rubber, scrap or refuse, etc.....lbs..	1,408,080	1,461,772	94,099	110,581
Manufactures of.....	.....	.....	4,849	3,949
Iridium, osmium, osmiridium, etc.....ozs. troy..	1,001	1,567	102,650	197,403
Iron and steel, manufactures of:				
Cutlery.....	.....	.....	24,336	22,952
Machinery, machines, and parts of.....	.....	.....	85,662	42,708
Wire, and articles made from.....	.....	.....	67,663	57,980
All other.....	.....	.....	117,462	105,864
Ivory, animal (tusks, etc.).....lbs..	.....	11,008	.....	22,395
Leather and tanned skins, and manufactures of:				
Leather and tanned skins—				
Glove leather.....	.....	.....	75,212	28,902
Skins, chamois.....	.....	.....	66,278	43,132
Upper leather, dressed—				
Calf and kip.....	.....	.....	103,772	8,638
Goat and kid.....	.....	.....	757,320	180,311
Sheep and lamb.....	.....	.....	299,046	49,153
Other upper.....	.....	.....	2,274	11,182
All other.....	.....	.....	481,823	518,908
Manufactures of—				
Gloves.....doz. prs..	547,885	526,667	5,067,694	6,104,357
All other.....	.....	.....	82,361	111,006
Meat and dairy products:				
Meat products.....	.....	.....	111,418	71,826
Dairy products—				
Milk, fresh and condensed.....	.....	.....	44	.....
Cheese, and substitutes for.....lbs..	1,937,341	1,026,117	754,012	528,926
Manuscripts.....	.....	.....	418	10
Metals, metal compositions, and manufactures of, n. e. s.....	.....	.....	172,093	134,853
Moss, seaweeds, etc., n. e. s.....	.....	.....	20,654	20,418
Musical instruments, and parts of, including strings..	.....	.....	228,895	241,299

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Imports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
FRANCE—continued.				
Oils:				
Vegetable—				
Fixed or expressed—				
Olive oil, edible.....galls..	726,771	227,617	$1,211,731	$576,602
Palm.....lbs..	1,800,460	.....	222,347	.....
Palm kernel.....lbs..	681,756	.....	89,257	.....
Peanut.....galls..	175,757	.....	199,498	.....
Rape seed.....galls..	51,940	.....	63,308	.....
All other.....	.....	.....	21,619	5,788
Distilled and essential—				
Lemon oil.....lbs..	7	26,758	15	26,823
All other.....	.....	.....	680,689	1,209,046
Paints, pigments, colors, and varnishes.....	.....	.....	318,069	192,139
Paper stock, crude (except wood pulp):				
Rags, other than woolen.....lbs..	13,761,826	2,667,585	348,496	56,390
All other (including grasses, fibers, waste, etc., used chiefly for paper making).....	.....	.....	454,476	295,115
Paper, and manufactures of:				
Books, music, maps, engravings, etchings, photographs, and other printed matter.....	.....	.....	297,298	237,497
Lithographic labels and prints, etc.....	.....	.....	42,092	25,001
Photographic paper.....	.....	.....	567,899	352,468
All other manufactures.....	.....	.....	228,113	200,992
Perfumery, cosmetics, and other toilet articles.....	.....	.....	3,357,235	3,117,036
Phonographs, gramophones, graphophones, etc., and parts of.....	.....	.....	48,653	11,824
Photographic goods:				
Cameras and parts of.....	.....	.....	13,494	927
Dry plates.....	.....	.....	18,725	12,217
Motion-picture films—				
Sensitized, but not exposed.....lin. ft..	52,223,715	45,077,632	800,326	680,337
Negatives.....lin. ft..	349,514	90,057	91,055	14,665
Positives.....lin. ft..	1,884,233	695,752	79,363	32,854
All other films and plates.....	.....	.....	28	100
Pipes and smokers' articles:				
Cigarette books, covers, and papers.....	.....	.....	3,737,635	8,719,190
Pipes and other smokers' articles.....	.....	.....	8,527	348,439
Plants, trees, shrubs, and vines:				
Bulbs, bulbous roots, or corms, cultivated for their flowers or foliage.....M..	44,560	46,709	353,108	535,102
All other.....	.....	.....	166,040	144,189
Platinum:				
Unmanufactured.....ozs. troy..	52	166	4,121	18,142
Manufactures of—				
Ingots, bars, plates, etc.....ozs. troy..	2,507	814	153,525	78,674
Vases, retorts, etc., for chemical purposes.....	.....	.....	16,551	.....
Plumbago or graphite.....tons..	2,929	1,848	720,440	592,184
Precious and semiprecious stones, and imitations of—				
Bort.....	.....	.....	94,608	43,243
Diamonds—				
Glaziers' and engravers', unset, and miners'.....	.....	.....	167,483	67,812
Cut, but unset.....	.....	.....	1,406,008	712,434
Pearls, and parts of, not strung or set.....	.....	.....	5,703,691	474,363
Other, uncut.....	.....	.....	29,768	4,079
Other, cut, but not set.....	.....	.....	1,184,024	378,667
Imitation precious stones.....	.....	.....	666,078	593,793
Seeds:				
Flax seed or linseed.....bush..	.....	95,149	.....	257,528
Grass—				
Clover—				
Red.....lbs..	4,817,383	187,000	742,544	35,159
All other.....lbs..	5,230,562	1,130,004	601,522	179,347
All other.....lbs..	90,193	3,874	9,693	1,207
Sugar beet.....lbs..	22,178	2,308	2,752	1,122
All other.....	.....	.....	625,596	1,201,654
Shells, and manufactures of:				
Mother-of-pearl.....	.....	.....	3,175	2,974
All other.....	.....	.....	7,222	.....
Silk, and manufactures of:				
Unmanufactured—				
Cocoons.....lbs..	.....	36,612	.....	55,877
Raw, in skeins reeled from the cocoon or re-reeled.....lbs..	35,767	8,438	66,105	29,972
Waste.....lbs..	181,915	110,585	160,227	109,832

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Imports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
FRANCE—continued.				
Silk, and manufacturers of—Continued.				
Manufactures of—				
Bandings, beltings, bindings, etc., not over 12 inches in width			$12,545	$86,343
Bolting cloths			47,674	50,112
Fabrics woven in the piece			5,360,592	1,285,154
Laces, embroideries, etc., and articles made thereof (except wearing apparel)			3,098,785	1,770,077
Plushes, velvets, and other pile fabrics	lbs.	221,670	87,868	1,262,477	586,399
Ribbons, not over 12 inches in width				144,710	104,852
Spun silk, or schappe silk yarn	lbs.	1,517,298	783,539	4,616,727	3,051,026
Wearing apparel				1,654,568	982,639
All other				1,041,866	736,801
Silk, artificial, manufactures of:					
Yarns, threads, etc	lbs.	39,605	41,508	95,837	105,025
All other				38,313	23,341
Soap:					
Castile	lbs.	254,278	71,946	30,797	14,956
All other				130,000	128,000
Spices	lbs.	796,829	1,015,716	84,654	143,334
Spirits, wines, malt liquors, and other beverages:					
Spirits, distilled—					
Brandy	pf. galls.	364,349	218,980	1,384,837	1,083,428
Cordials, liqueurs, etc	pf. galls.	93,344	16,914	352,304	67,779
All other	pf. galls.	6,225	585	23,195	1,769
Wines—					
Champagne and other sparkling	doz. qts.	176,809	115,655	3,015,037	1,963,414
Still wines—					
In casks	galls.	280,998	217,538	262,640	331,650
In other coverings	doz. qts.	163,299	92,083	922,811	724,920
Other beverages—					
Mineral waters	doz. qts.	364,558	183,193	403,232	239,741
All other				8,180	3,961
Stone, and manufactures of:					
Flint stones, unground				81,352	54,608
Marble, and manufactures of (including onyx)				19,278	12,611
All other, including slate				34,678	27,869
Sugar, candy, and confectionery	lbs.	34,931	17,967	13,516	10,152
Talc, ground or prepared	lbs.	5,599,605	751,670	15,634	4,519
Tobacco, and manufactures of:					
Leaf	lbs.	14,733	184,836	14,477	186,233
All other				1,217	583
Toys—Dolls and all other				109,984	65,384
Vegetables:					
In their natural state—					
Beans and lentils	bush.	1,435	404	6,657	2,420
Peas, dried	bush.	45,049		170,918	
All other				7,497	570
Prepared or preserved—					
Mushrooms and truffles	lbs.	3,534,492	1,518,529	1,178,715	609,305
All other				170,146	35,470
Waste, n. e. s				430	25,509
Wood, and manufactures of:					
Unmanufactured—					
Briar root, or briarwood and ivy or laurel root				214,749	158,612
Cabinet—Mahogany and other				26,609	7,996
All other				2,115	1,614
Manufactures of—					
Furniture				107,621	71,062
All other				229,066	240,027
Wool, hair of the camel, goat, alpaca, and other like animals, and manufactures of:					
Unmanufactured—Wool of the sheep, hair of the camel, etc.—					
Class 1—Clothing	lbs.		116,735		70,893
Class 3—Carpet	lbs.	123,839		32,353	
Wastes				69,438	
Manufactures of—					
Carpets and carpeting—Carpets and rugs woven whole	sq. yds.	3,844	3,092	90,721	53,640
Cloths	lbs.	11,784	3,184	25,815	10,397
Cloth made of hair, Angora goat, alpaca, etc.					77,152
Dress goods—Women's and children's	sq. yds.	28,911	7,760	51,636	6,836
	lbs.	24,161	2,172		
Wearing apparel				103,654	70,076
All other				202,808	113,142

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Imports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
FRANCE—continued.				
Zinc, and manufactures of: Zinc dust.....lbs..	143,299	.....	$31,967	.....
All other articles.....	.....	.....	315,830	$143,37
Total.....	.....	.....	106,069,706	75,638,07
GERMANY.				
Articles specially imported:				
Philosophical and scientific apparatus.....	.....	.....	1,043	.....
Statuary, regalia, gems, etc.....	.....	.....	131	.....
Works of art for exhibition, etc.....	.....	.....	6,311	.....
All other articles specially imported.....	.....	.....	.....	2,607
Articles, the growth, produce, and manufacture of the United States, returned.....	.....	.....	3,275	.....
Art works.....	.....	.....	496	.....
Beads and bead ornaments.....	.....	.....	1,184	.....
Bristles, sorted, bunched, etc.....lbs..	2,723	.....	7,416	.....
Bronze, manufactures of.....	.....	.....	2,940	.....
Brushes, feather dusters, etc.....	.....	.....	1,305	.....
Buttons, and parts of.....	.....	.....	563	.....
Cement, Roman, Portland, etc.....100 lbs..	.....	4,549	.....	1,470
Chemicals, drugs, dyes, medicines, etc.:				
Alizarin and alisarin dyes.....lbs..	32,978	.....	53,768	.....
Coal-tar products.....	.....	.....	464,784	3,048
Preparations, medicinal.....	.....	.....	177,740	.....
All other.....	.....	.....	375,466	.....
Clocks, watches, and parts of:				
Clocks, and parts of.....	.....	.....	734	12
Watches, and parts of.....	.....	.....	1,625	.....
Collodion, and manufactures of.....	.....	.....	61	.....
Cotton, manufactures of:				
Embroideries, including edgings, insertings, etc....	.....	.....	4	.....
Laces and lace articles, including lace edgings, etc..	.....	.....	1,110	.....
Lace, embroideries, etc.—All other.....	.....	.....	7,414	.....
Wearing apparel—				
Knit goods—				
Stockings, hose, etc.....doz. prs..	536	.....	363	.....
All other.....	.....	.....	41,028	.....
All other.....	.....	.....	1,260	.....
All other.....	.....	.....	2,321	.....
Earthen, stone, and china ware:				
China, porcelain, parian, and bisque—				
Not decorated or ornamented.....	.....	.....	9,019	.....
Decorated or ornamented.....	.....	.....	15,597	.....
Earthen and crockery ware—				
Not decorated or ornamented.....	.....	.....	45	.....
Decorated or ornamented.....	.....	.....	1,479	.....
All other.....	.....	.....	2,685	.....
Feathers, suitable for millinery ornaments, flowers, fruits, etc., artificial, etc.....	.....	.....	2,396	.....
Fibers, vegetable, and textile grasses, etc., manufactures of:				
Fabrics of flax, hemp, or ramie, including shirting cloth.....sq. yds..	1,691	.....	420	.....
Handkerchiefs.....	.....	.....	696	.....
Laces, embroideries, etc., and articles made thereof (except wearing apparel).....	.....	.....	8,318	4,156
All other.....	.....	.....	1,663	.....
Furs, dressed, and manufactures of: Furs, dressed on the skin.....	.....	.....	13	.....
Glass and glassware:				
Bottles, vials, demijohns, carboys, and jars (except blown), empty or filled.....	.....	.....	61	.....
Bottles, etc., cut or ornamented.....	.....	.....	1,591	.....
Plates or disks, rough cut, etc.....	.....	.....	6,197	.....
All other.....	.....	.....	8,964	542
Gold and silver, manufactures of, including jewelry:				
Gold and silver, manufactures of.....	.....	.....	5	.....
Jewelry.....	.....	.....	479	.....
Hair, and manufactures of:				
Unmanufactured—				
Horsehair.....lbs..	734	.....	715	.....
Human, uncleaned.....lbs..	278	.....	984	.....
Manufactures of—Human, cleaned and manufactured.....	.....	.....	1,555	.....
Hops.....lbs..	14,000	.....	5,936	.....

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Imports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
GERMANY—continued.				
Household and personal effects			$19,491	$2,504
Iron and steel, and manufactures of:				
Building forms and all other structural shapes..lbs.		46,158		459
Cutlery—				
Pen and pocket knives.....doz.	9,961		7,656	
Razors, and parts of			2,871	
Scissors and shears.....doz.	14,803		16,714	
All other			407	
Machinery, machines, and parts of			4,499	
Needles, hand-sewing, darning, and shoe-machine			122	264
Table, kitchen, and other utensils or hollowware, enameled, glazed, etc			112	
Wire, and articles made from			2,642	477
All other, manufactures of			9,493	47,391
Leather and tanned skins, and manufactures of:				
Gloves.....doz. prs.	1,117		10,314	
All other			807	
Metals, metal compositions, and manufactures of			4,633	
Musical instruments, and parts of			8,491	197
Paints, pigments, colors, and varnishes			36,365	
Paper, and manufactures of:				
Books, music, maps, engravings, etchings, photographs, etc			14,118	
Lithographic labels and prints (except post cards)			18,041	
All other			12,138	
Photographic goods, n. e. s.:				
Motion-picture films—negatives.....lin. ft.	13,462		2,565	
All other			532	
Precious and semiprecious stones and imitations of:				
Diamonds, cut but not set			47,349	
Other precious stones, etc.—				
Uncut			168	
Cut but not set			12,281	977
Imitation precious stones			103	
Seeds			257	
Silk, manufactures of:				
Silk fabrics woven in the piece			196	
Plushes, velvets, and other pile fabrics.....lbs.	21		42	
All other			23	
Silk, artificial, manufactures of			29	
Spirits, malt liquors, and other beverages:				
Wines, still—in other coverings.....doz. qts.	168		1,493	
All other			3,668	
Mineral waters, natural and artificial.....doz. qts.	33		47	
Stones, semiprecious, manufactures of, not for jewelry			1,068	
Toys:				
Dolls, and parts of			3,294	
All other			15,751	
Wood, and manufactures of			3,133	
Wool, hair of the camel, goat, alpaca, and other like animals, and manufactures of:				
Unmanufactured—Class 3—Carpet.....lbs.	7,000		3,025	
Manufactures of—				
Carpets and rugs, woven whole.....sq. yds.	937		3,697	
All other			3,907	
All other articles			32,001	
Total			1,524,693	64,094
GIBRALTAR.				
Articles, the growth, produce, and manufacture of the United States, returned			528	
Art works			2,120	
Coal: Bituminous.....tons	480		2,500	
Fibers, vegetable, and textile grasses, manufactures of, n. e. s.: Burlaps, etc., not bleached, colored, etc.....lbs.	19,200		7,478	
Fruits and nuts: Nuts			1,476	
Leather and tanned skins			29,580	
Silk, raw, in skeins.....lbs.	4,228		17,576	
Vegetables:				
All other, in their natural state				1,539

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Imports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
GIBRALTAR—continued.				
Wood, manufactures of:				
Furniture			$601	$360
All other			43	
All other articles			1,232	323
Total			63,134	2,212
GREECE.				
Abrasives:				
Emery ore.....tons	2,000		14,282	
All other			540	1,200
Articles specially imported: Statuary, regalia, gems, etc., for religious or educational purposes			2,970	340
Articles, the growth, produce, and manufacture of the United States, returned			6,258	
Chemicals, drugs, dyes, and medicines:				
Gums			1,053	
Licorice root.....lbs.	4,843,338		204,588	
Magnesite, calcined, not purified.....lbs.	3,584,000		28,032	
Opium, containing 9 per cent and over of morphia.....lbs.	6,138	27,087	55,621	422,658
Potash, salts of.....lbs.	3,920		2,570	
All other			524,386	3,409
Fish:				
Shrimps and other shellfish			3,296	
All other, fresh or cured			1,776	
Fruits and nuts:				
Fruits—				
Currants.....lbs.	10,197,214	4,398,842	1,014,104	454,211
Figs.....lbs.	1,902,816	219,639	129,584	23,569
Grapes.....cu. ft.	7,412		8,572	
Olives.....galls.	364,651	32,672	199,757	26,457
Preserved			2,952	
All other			36,937	2,576
Nuts—				
Almonds—				
Not shelled.....lbs.	97,693	11,000	11,314	1,400
Shelled.....lbs.	38,585	50,046	7,575	11,651
Filberts—				
Not shelled.....lbs.	185,263	88,184	20,428	8,273
Shelled.....lbs.		22,000		5,000
All other			77	
Furs and fur skins, and manufactures of:				
Furs and fur skins, undressed			55,751	52,134
Manufactures of			4,722	
Glass and glassware: Bottles, vials, demijohns, carboys, and jars (except blown), empty or filled			18,126	
Hides and skins (except fur skins), raw or uncured:				
Goatskins—Dry.....lbs.	404,414	484,250	187,621	293,889
Sheepskins—Dry.....lbs.	2,547,069	684,626	892,268	304,019
All other.....lbs.		421		106
Iron, chromate of.....tons.	3,400		40,800	
Ivory, animal (tusks, etc.).....lbs.		4,284		9,032
Leather and tanned skins: Upper leather—Sheep and lamb			104,866	
Manganese, oxide, and ore of.....tons.	3,000		24,318	
Meat and dairy products:				
Meat products—Sausage casings			1,632	3,507
Dairy products—				
Butter, and substitutes for.....lbs.	4,408		1,621	
Cheese, and substitutes for.....lbs.	83,632		18,089	
Oils, vegetable, expressed:				
Olive, edible.....galls.	114,329		117,767	
Olive, fit only for manufacturing or mechanical purposes.....galls.	22,127		18,044	
All other			123	
Paper, and manufactures of:				
Books, music, maps, engravings, etchings, photographs, etc			16,944	19,907
All other manufactures of			85	
Pipes, and smokers' articles:				
Cigarette books, covers, and paper			3,779	10,610
All other			51	
Silk, manufactures of			200	

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Imports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
GREECE—continued.				
Soap: Castile.....lbs..	2,976	.....	$297	.....
Spices: All other.....lbs..	1,036,113	256,117	56,278	$10,726
Spirits, wines, malt liquors, and other beverages:				
Spirits, distilled—				
Brandy.....pf. galls..	30,271	.....	48,262	.....
Cordials, liqueurs, etc.....pf. galls..	4,006	.....	7,310	.....
All other.....pf. galls..	14,002	.....	23,556	.....
Wines—Still wines—				
In casks.....galls..	3,720	9,555	2,007	6,453
In other coverings.....doz. qts..	4,811	.....	11,702	.....
Other beverages.....	.....	.....	794	.....
Sponges.....	.....	.....	17,044	12,473
Tobacco, leaf.....lbs..	6,700,925	18,626,083	3,061,961	16,797,409
Vegetables:				
Prepared or preserved.....	.....	.....	20,971	.....
All other.....	.....	.....	293	.....
Wool, hair of the camel, goat, alpaca, and other like animals, and manufactures of:				
Unmanufactured—				
Class 1—Clothing.....lbs..	76,089	.....	23,775	.....
Class 3—Carpet.....lbs..	1,384,106	.....	334,721	.....
Manufactured—				
Wool wastes.....	.....	.....	10,800	.....
All other.....	.....	.....	1,473	.....
All other articles.....	.....	.....	18,762	423
Total.....	.....	.....	7,423,465	18,481,432
ICELAND, AND FAROE ISLANDS.				
Articles, the growth, produce, and manufacture of the United States, returned.....	.....	.....	404	17,222
Feathers, etc., natural and artificial: Feathers and downs, crude, not dressed, colored, or manufactured..	.....	.....	2,084	3,026
Fish, cured or preserved:				
Herring.....lbs..	1,767,486	577,780	125,290	44,773
All other.....	.....	.....	700	3,539
Furs, and manufactures of:				
Furs and fur skins, undressed.....	.....	.....	5,587	1,946
Furs, dressed on the skin.....	.....	.....	31	2
Hides and skins (except fur skins), raw or uncured:				
Calfskins—Dry.....lbs..	803	825	167	193
Goatskins—Dry.....lbs..	3,509	.....	2,122	.....
Horse, colt, and ass skins—Dry.....lbs..	25	12	25	3
Sheepskins—				
Dry.....lbs..	647,131	398,504	178,650	132,493
Green or pickled.....lbs..	271,588	770	35,172	158
All other.....lbs..	14,695	537,440	3,980	193,775
Leather and tanned skins.....	.....	.....	97	.....
Meat products:				
Meats, prepared or preserved.....	.....	.....	20	.....
Sausage casings.....	.....	.....	9,176	12,073
Paper, and manufactures of: Books, etc., and other printed matter.....	.....	.....	426	120
Phonographs, gramophones, etc.....	.....	.....	2	.....
Plaster, manufactures of.....	.....	.....	5	.....
Sponges.....	.....	.....	404	.....
Wool of the sheep, hair of the camel, and other like animals, unmanufactured:				
Class 1—Clothing.....lbs..	45,209	289,257	29,564	71,398
Class 2—Combing.....lbs..	.....	34,229	.....	17,518
Class 3—Carpet.....lbs..	202,974	726,980	50,554	279,244
All other articles.....	.....	.....	18	210
Total.....	.....	.....	444,359	777,463
ITALY.				
Abrasives:				
Pumice stone—				
Unmanufactured.....tons..	7,148	3,289	74,054	[illegible]
Manufactures of.....	.....	.....	64,370	[illegible]
Articles specially imported:				
Statuary, regalia, gems, etc.....	.....	.....	14,198	[illegible]
Works of art for exhibition.....	.....	.....	94,158	[illegible]
All other.....	.....	.....	4,590	[illegible]

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Imports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
ITALY—continued.				
Articles, the growth, produce, and manufacture of the United States, returned			$141,043	$42,031
Art works:				
The production of American artists			8,191	15,425
All other			1,540,247	1,918,464
Beads and bead ornaments			136,960	243,937
Bones, hoofs, and horns, unmanufactured			12	31,890
Breadstuffs:				
Macaroni, vermicelli, and all similar preparations lbs.	2,431,910	484	191,845	40
Rice, cleaned lbs.	10,709		535	
All other			2,873	6,339
Broom corn tons.		374		116,583
Buttons, and parts of			9,887	13,738
Cars, carriages, other vehicles, and parts of:				
Automobiles, and parts of—Parts of (except tires)			153,109	33,873
All other			1,100	1,373
Chemicals, drugs, dyes, and medicines:				
Acids			235,117	500,063
Argols, or wine lees lbs.	7,452,764	9,931,952	1,343,677	2,025,024
Fusel oil or amylic alcohol lbs.	30,275		14,743	
Licorice root lbs.	1,753,521	1,916,149	33,591	115,982
Lime, citrate of lbs.	4,926,633	4,056,155	1,223,836	845,450
Opium lbs.	4,285	815	123,472	42,470
Preparations, medicinal			13,527	8,594
Sumac, ground or unground lbs.	11,637,023	14,032,926	365,173	466,561
All other			518,979	398,500
Clocks and watches, and parts of			115,923	166,028
Cork:				
Wood or bark, unmanufactured			6,326	44,727
Manufactures of				72,548
Cotton, manufactures of:				
Laces, embroideries, etc.—				
Embroideries, edgings, insertings, etc			33,957	28,503
Laces, handmade			329,294	124,364
Laces, etc., all other			43,631	65,073
Laces, embroideries, etc., all other			415,176	153,462
Waste lbs.	4,480,058	396,890	302,942	25,507
All other			401,695	191,121
Earthen, stone, and china ware:				
China, etc., decorated			8,839	2,455
Earthenware, etc., decorated			39,240	18,591
All other			10,607	3,099
Fibers, vegetable, etc., and manufactures of:				
Unmanufactured—Hemp tons.	1,986	1,840	760,963	1,128,377
All other tons.		28		5,316
Manufactures of—				
Bags of jute lbs.	4,578	6,338	234	654
Laces, embroideries, etc			345,642	257,077
Yarns lbs.	480,686		190,333	
All other			31,240	12,633
Fish:				
Cured or preserved—				
Fish (except shellfish) packed in oil			158,086	13,221
All other			15,266	
All other			122,559	11,651
Fruits and nuts:				
Fruits—				
Currants lbs.		414,648		48,792
Figs lbs.	263	5	17	1
Lemons			2,143,520	2,153,896
Olives galls.	401,912	37,817	167,047	20,762
Fruits, preserved			116,645	109,713
All other			781,213	1,057,988
Nuts—				
Almonds—				
Not shelled lbs.	911,952	364,195	75,363	27,448
Shelled lbs.	9,994,849	9,740,497	2,406,950	2,347,347
Filberts—				
Not shelled lbs.	10,826,382	12,771,707	1,314,724	1,504,981
Shelled lbs.	77,140	130,754	21,234	16,115
Walnuts—				
Not shelled lbs.	7,598,723	6,154,380	910,006	770,834
Shelled lbs.	223,889	105,937	55,602	25,175
All other			168,328	116,312

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Imports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
ITALY—continued.				
Furs, and manufactures of:				
Hats, bonnets, and hoods.....doz..	19,254	16,986	$265,677	$315,926
All other.....	.....	.....	12,669	1,528
Glass and glassware:				
Glass bottles, etc., empty or filled.....	.....	.....	30,672	1,477
Glass, bottles, etc., cut or ornamented.....	.....	.....	56,929	15,443
All other.....	.....	.....	6,282	10,216
Glue and glue size.....lbs..	1,003,708	140,905	123,122	15,032
Grease and oils:				
Sulphur oil or olive foots.....lbs..	8,252,056	1,240,874	786,855	128,866
All other.....	.....	.....	3,892	.....
Hair, and manufactures of:				
Horsehair.....lbs..	180,910	102,815	97,068	65,296
Human hair—				
Uncleaned.....lbs..	53,345	37,126	209,969	123,692
Cleaned and manufactured.....	.....	.....	34,930	15,576
All other.....	.....	.....	13,672	.....
Hair, artificial, horsehair, etc.....	.....	.....	3,875	44
Hats, bonnets, and hoods, and materials for:				
Materials for.....	.....	.....	672,077	1,004,788
Hats, bonnets, etc., of straw, etc.....	.....	.....	1,103,735	424,905
Hides and skins (except fur skins), raw or uncured:				
Goatskins, dry.....lbs..	820,143	69,951	323,626	44,783
Hides of cattle, dry.....lbs..	219,402	.....	57,622	.....
Horse, colt, and ass skins, green or pickled.....lbs..	131,710	.....	20,449	.....
Sheepskins, dry.....lbs..	351,530	13,331	168,096	10,500
All other.....lbs..	371	.....	150	.....
Hide cuttings, raw, and other glue stock.....lbs..	9,817,161	5,110,978	408,784	245,914
Household and personal effects, etc.....	.....	.....	49,977	4,365
India rubber, scrap.....lbs..	528,015	246,526	114,806	63,119
Iron and steel, and manufactures of:				
Machinery.....	.....	.....	21,839	1,630
All other.....	.....	.....	18,773	21,453
Leather and tanned skins, and manufactures of:				
Upper leather—				
Sheep and lamb.....	.....	.....	40,449	118,118
All other.....	.....	.....	15,620	28,544
Glove leather.....	.....	.....	31,027	.....
All other leather.....	.....	.....	956,182	258,750
Gloves.....doz. prs..	88,893	85,406	502,889	605,958
All other manufactures of.....	.....	.....	11,419	2,279
Meat and dairy products:				
Cheese and substitutes.....lbs..	8,482,290	16,044	2,545,286	7,883
All other.....	.....	.....	494	1,731
Metals, metal composition, and manufactures of.....	.....	.....	98,532	288,569
Musical instruments, and parts of.....	.....	.....	72,526	52,326
Oils, vegetable:				
Expressed—				
Olive—				
Fit only for manufacturing or mechanical purposes.....galls..	47,406	.....	39,053	.....
Edible.....galls..	2,882,535	200,403	4,770,315	467,692
All other.....	.....	.....	326	1,366
Distilled and essential—				
Lemon.....lbs..	443,334	588,465	365,738	381,492
All other.....	.....	.....	369,015	350,013
Paints, pigments, colors, and varnishes.....	.....	.....	93,873	78,003
Paper stock, crude (except wood pulp).....	.....	.....	42,592	327
Paper, and manufactures of:				
Books, music, maps, engravings, etc.....	.....	.....	84,320	47,327
Printing paper above 5 cents per pound.....lbs..	32,716	.....	9,033	.....
All other.....	.....	.....	117,435	69,260
Perfumery.....	.....	.....	10,219	14,831
Photographic films and plates:				
Negatives.....lin. ft..	66,965	58,345	72,509	33,623
Positives.....lin. ft..	409,581	449,484	25,178	32,892
Pipes and smokers' articles:				
Cigarette books, cover, and paper.....	.....	.....	48,953	32,595
All other.....	.....	.....	380	253
Salt.....lbs..	19,040	.....	1,344	.....
Precious and semiprecious stones, and imitations of:				
Precious stones, etc., uncut.....	.....	.....	2,363	14,777
Precious stones, cut.....	.....	.....	530,284	412,436
Imitation precious stones.....	.....	.....	26,404	33,430

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Imports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
ITALY—continued.				
Seeds:				
Clover seed, red ..... lbs..	660	647,479	$95	$112,546
All other ..... lbs..	.....	637,585	.....	194,304
All other	.....	.....	34,000	52,870
Shells, and manufactures of: Mother-of-pearl	.....	.....	32,835	16,505
Silk, and manufactures of:				
Unmanufactured—				
Cocoons ..... lbs..	81	.....	144	.....
Raw, in skeins reeled from the cocoon or re-reeled ..... lbs..	467,405	7,309	3,160,965	59,436
Waste ..... lbs..	363,202	160,142	410,753	216,793
Manufactures of—				
Bandings, beltings, bindings, etc	.....	.....	12,509	81
Fabrics woven in the piece	.....	.....	287,614	112,892
Laces, embroideries, etc	.....	.....	47,161	23,296
Plushes, velvets, etc ..... lbs..	5,059	1,973	21,756	11,896
Spun silk, or schappe silk yarn ..... lbs..	545,009	588,685	1,397,736	1,316,209
All other	.....	.....	103,546	25,231
Silk, artificial, yarns, etc	.....	.....	539,092	275,672
Soap:				
Castile ..... lbs..	1,348,583	295,908	194,694	53,607
All other	.....	.....	183	127
Spices	.....	.....	69,595	47,561
Spirits, wines, malt liquors, etc.:				
Cordials, etc ..... pf. galls..	168,873	63	314,236	699
Still wines—				
In casks ..... galls..	1,474,994	1,134,600	1,061,952	829,637
In other coverings ..... doz. qts..	253,588	233,146	1,006,219	1,111,273
All other	.....	.....	41,159	12,355
Stone, and manufactures of:				
Marble, and manufactures of (including onyx)	.....	.....	615,729	392,607
Stone, including slate	.....	.....	67,750	33,068
Sugar, candy, and confectionery ..... lbs..	39,189	10,336	15,301	5,093
Talc, ground or prepared ..... lbs..	13,298,942	2,814,477	124,256	62,374
Tobacco, and manufactures of:				
Leaf ..... lbs..	126,884	539,309	74,425	563,186
All other	.....	.....	18,291	16,407
Vegetables:				
Prepared or preserved—				
Mushrooms and truffles ..... lbs..	70,713	17,055	82,654	14,858
Pickles and sauces	.....	.....	780,687	71,024
All other	.....	.....	480,301	43,231
All other vegetables	.....	.....	281,066	109,716
Wax: Beeswax ..... lbs..	14,366	17,873	6,522	5,630
Wood, and manufactures of:				
Briar root or briar wood, etc	.....	.....	346,661	262,839
Furniture	.....	.....	111,026	20,736
All other	.....	.....	435,105	384,265
Wool, and manufactures of:				
Manufactures of—Dress goods ..... lbs.. / sq. yds..	1,164 / 4,186	.....	1,339	.....
Unmanufactured—Class 3—Carpet ..... lbs..	1,893,214	.....	532,243	.....
Zinc ore and calamine ..... gross tons.. / zinc, lbs...	4,487 / 5,000,000	5,285 / 4,822,400	181,507	117,271
All other	.....	.....	161,731	71,942
Total	.....	.....	46,374,368	30,014,349
MALTA, GOZO, AND CYPRUS ISLANDS.				
Animals: All other, including fowls	.....	.....	20	.....
Articles, United States, returned, all other	.....	.....	750	.....
Art works, all other	.....	.....	973	.....
Chemicals, drugs, dyes, and medicines	.....	.....	2,152	243
Cotton, manufactures of	.....	.....	195	2,923
Fibers, etc.: Laces, embroideries, etc	.....	.....	299	.....
Hides and skins, etc.:				
Hides of cattle ..... No.. / lbs..	84 / 2,160	.....	717	.....
All other ..... lbs..	284	.....	155	.....
India rubber, etc., crude ..... lbs..	4,836	.....	1,907	.....
Paints, pigments, colors, etc	.....	.....	37,296	.....
Plants, trees, shrubs, etc	.....	.....	.....	524
Seeds, all other	.....	.....	20,049	.....
Shells, unmanufactured: All other	.....	.....	11	.....

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Imports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
MALTA, GOZO, AND CYPRUS ISLANDS—continued.				
Tobacco, and manufactures of:				
Leaf.....lbs..	5,861		$11,722	
Cigars and cheroots.....lbs..	188		423	
Cigarettes.....lbs..	157	146	437	$359
Vegetables			9	122
Total			77,115	4,171
NETHERLANDS.				
Agricultural implements and parts of			77	21
Animals			1,507	
Articles specially imported:				
Articles temporarily imported, etc			4,536	100
Philosophical and scientific apparatus			3,375	
Specimens of natural history			2,850	3,094
Statuary, regalia, gems, etc			16,066	
Articles, the growth, produce, and manufacture of the United States, returned			44,550	94,241
Art works:				
The production of American artists			179	2,641
All other			243,287	28,294
Beads and bead ornaments			43,976	43,509
Breadstuffs:				
Farinaceous substances (sago, tapioca, etc.)			4,221	
All other			483	5,864
Bronze manufactures			1,262	
Buttons and parts of			35,795	4,466
Candle pitch, palm and other vegetable stearin			2,083	
Cars, carriages, other vehicles, etc.: Automobiles..No.	1		1,600	
Chemicals, drugs, dyes, and medicines:				
Acids—				
Oxalic.....lbs..	388,381	190,346	201,287	81,273
All other			79,170	
Cinchona bark, and alkaloids or salts of—				
Barks, cinchona.....lbs..	2,329,664	655,382	633,679	178,879
Quinine.....ozs..	901,794	140,000	311,842	31,922
Coal-tar products—				
Coal-tar colors			12,990	
All other			882	50
Fusel oil, or amylic alcohol.....lbs..	109,841	46,172	53,430	19,493
Glycerin.....lbs..	499,124		114,099	
Potash, carbonate of.....lbs..	1,247,140		76,877	
Soda, cyanide, and other salts of			54,502	
All other			61,595	58,056
Coke.....tons..	200		200	
Cocoa and chocolate prepared.....lbs..	1,594,509	162,900	488,111	63,102
Coffee.....lbs..	150,000		18,090	
Cotton, manufactures of:				
Cotton thread (except spool), etc.....lbs..	70,533	31,013	39,208	22,608
Cotton cloths—				
Bleached.....sq. yds..	26,357		8,218	
Dyed in the piece.....sq. yds..	8,241	63,289	1,254	14,315
Printed.....sq. yds..	3,324		789	
All other.....sq. yds..	373,657	147,548	58,859	32,908
Handkerchiefs or mufflers			2,605	53
Embroideries, edgings, inserings, etc			42,343	7
Lace window curtains			4,986	43
Laces and lace articles, handmade and all other			25,064	17,183
Knit goods—All other			8,154	
Wearing apparel—All other			84	
All other			174	
Earthen, stone, and china ware:				
China, etc.—				
Not decorated			628	2
Decorated			1,639	2,146
Earthenware—				
Not decorated			14,004	21,049
Decorated			29,589	16,646
Electric lamps:				
Incandescent—				
Carbon filament.....No..	71,556		4,837	
Metal filament.....No..	367,172		50,183	
Feathers, etc., natural and artificial			5,921	2,278

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Imports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
NETHERLANDS—continued.				
Fibers, vegetable, and textile grasses, and manufactures of:				
Flax.....tons..	10	110	$12,896	$128,204
Fabrics of flax, hemp, or ramie.....sq. yds..	26,077	.....	6,174	.....
Handkerchiefs.....	.....	.....	248	.....
Laces, embroideries, etc.....	.....	.....	1,148	553
All other.....	.....	.....	1,890	411
Fish:				
Cured or preserved—				
Herring.....lbs..	24,819,046	.....	1,613,174	.....
All other.....	.....	.....	7,699	.....
All other fish.....	.....	.....	154	.....
Fruits and nuts:				
Fruits—				
Grapes.....cu. ft..	381	.....	1,855	.....
All other.....	.....	.....	.....	345
Nuts—Coconut meat, broken or copra.....lbs..	220,460	.....	16,373	.....
Furs and fur skins:				
Undressed.....	.....	.....	21,955	92,573
Dressed.....	.....	.....	69,146	.....
Gelatin, unmanufactured.....lbs..	668,928	153,389	193,974	52,860
Glass and glassware:				
Bottles, etc.—				
Empty or filled.....	.....	.....	13,215	4,496
Cut or ornamented.....	.....	.....	4,439	7,117
Cylinder, etc., glass unpolished.....lbs..	140,466	25,016	9,881	2,912
All other.....	.....	.....	16,635	3,627
Glue and glue size.....lbs..	113,170	121,253	30,405	41,761
Gold and silver, manufactures of, including jewelry:				
Gold and silver, manufactures of.....	.....	.....	10,048	395
Jewelry.....	.....	.....	605	18
Hats, bonnets, and hoods, etc., of straw and materials for.....	.....	.....	3,364	.....
Hides and skins (except fur skins):				
Calfskins—				
Dry.....lbs..	111,447	.....	46,874	.....
Green or pickled.....lbs..	1,884,495	492,427	575,458	178,126
Cattle hides—				
Dry.....lbs..	43,898	2,000	7,259	600
Green or pickled.....lbs..	4,986,007	621,220	1,198,288	185,112
Goatskins—Dry.....lbs..	105,264	.....	89,349	.....
Hide cuttings, raw, etc.....lbs..	202,106	.....	15,488	.....
Household effects.....	.....	.....	20,603	1,943
India rubber, etc., and substitutes for:				
Gutta-jelutong.....lbs..	115,136	.....	9,584	.....
Gutta-percha, crude.....lbs..	22,188	.....	2,651	.....
India rubber, crude.....lbs..	102,726	.....	69,522	.....
Iron and steel, and manufactures of:				
Machinery.....	.....	.....	5,792	24,204
Razors, and parts of.....	.....	.....	4,023	.....
Scissors and shears.....doz..	11,177	.....	13,558	.....
Steel, ingots, bars, etc.....lbs..	58,801	8,000	5,401	2,500
All other.....	.....	.....	14,711	5,636
Matches, friction or lucifer.....	.....	.....	38,202	.....
Matting, floor, straw.....sq. yds..	10,197	.....	4,362	.....
Metals, etc.....	.....	.....	46,354	13,745
Moss, seaweed, etc.:				
Manufactured or dyed.....	.....	.....	5,024	1,052
Peat moss.....tons..	1,006	123	18,396	1,096
Meat and dairy products:				
Cheese, and substitutes for.....lbs..	249,371	.....	68,645	.....
Milk, fresh and condensed.....	.....	.....	132,447	28,420
All other.....	.....	.....	890	.....
Oilcloth and linoleum for floors: Linoleum..sq. yds..	1,823	.....	1,431	.....
Oils:				
Vegetable—				
Fixed or expressed—				
Coco butter or butterine.....lbs..	165,273	.....	55,342	.....
Linseed or flaxseed.....galls..	10	.....	9	.....
Olive, edible.....galls..	3,000	1,500	5,095	1,850
Peanut.....galls..	17,896	.....	21,777	.....
All other.....	.....	.....	3,555	14,847
Distilled and essential.....	.....	.....	60,105	2,047
All other.....	.....	.....	70	.....

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Imports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
NETHERLANDS—continued.				
Paints, pigments, colors, etc.			$192,215	$34,747
Paper stock:				
Rags (other than woolen) lbs.	6,958,161	1,221,601	201,733	41,853
Other paper stock			88,807	20,041
Paper, and manufactures of:				
Books, music, maps, etc.			46,053	5,045
Lithographic labels and prints, etc.			7,859	653
Photographic paper			351	
Printing paper above 5 cents per pound lbs.		6,814		1,293
All other			30,283	32,834
Perfumery			23,975	23,432
Phonographs, etc.			5,816	
Photographic goods: Motion-picture films lin. ft.	88,201	4,200	16,577	80
Plants, trees, shrubs, and vines:				
Bulbs, bulbous roots, etc. M.	226,047	165,231	2,050,191	1,780,836
All other			357,348	193,998
Platinum:				
Ingots, bars, etc. ozs. troy.	21		1,604	
Vases for chemical use			668	165
Precious and semiprecious stones and imitations of:				
Bort			8,810	1,964
Diamonds—				
Gliaders', etc., unset			40,761	17,598
Uncut			43,511	112,460
Cut but not set			17,855,620	11,306,989
Precious stones, cut			1,116	17,142
Imitation precious stones				1,011
Seeds:				
Clover lbs.	13,200	30,240	4,500	3,326
All other grass lbs.	9,520		2,330	
Sugar beet lbs.		1,819,350		363,870
All other			114,810	201,032
Shells, and manufactures of			7	
Silk, and manufactures of			640	60
Silk, artificial, manufactures of:				
Yarns, thread, etc. lbs.	1,102		2,613	
All other			7,073	
Spices, unground:				
Cassia and cassia vera lbs.	71,509		9,792	
Pepper, black or white lbs.	27		5	
All other lbs.	49,836		5,366	
Spirits, wines, malt liquors, and other beverages:				
Malt liquors galls.	210,317		41,814	
Brandy pf. galls.	1,170		5,108	
Cordials, etc. pf. galls.	8,600	12,354	21,524	38,722
Gin pf. galls.	66,020	41,832	58,115	48,746
Still wines, in casks galls.	9,114		6,900	
Mineral waters doz. qts.	53		70	
All other			547	
Starch lbs.	6,800		537	
Stone, and manufactures of			54	
Straw and grass, manufactures of			19,344	12,976
Sugar, candy, and confectionery lbs.	38,993	1,655	10,673	511
Tobacco, and manufactures of:				
Leaf—				
Suitable for cigar wrappers lbs.	2,426,322	353,172	2,949,668	575,289
All other leaf lbs.	10,159		5,556	
All other			139	150
Toys:				
Dolls, and parts of			90	
All other			6,554	12
Vegetables:				
Prepared or preserved			30,985	4,487
All other			16	
Wax: Beeswax lbs.	62,391		24,074	
Wood, and manufactures of:				
Unmanufactured—				
Cabinet wood			26,545	
All other			21,516	2,275
Manufactured—				
Lumber			10,462	
Baskets of bamboo, wood, etc.			5,682	7,691
Chair cane or reed				
Furniture			1,690	81
All other			9,692	1,369
All other articles			58,682	49,002
Total			31,842,144	16,396,633

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Imports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
NORWAY.				
Articles specially imported:				
Temporarily imported, etc.			$5,187	$1,6[illegible]
For the construction and equipment of vessels			35,020	37,[illegible]
Articles, the growth, produce, and manufacture of the United States, returned			6,248	5,41[illegible]
Art works:				
Production of American artists			34,233	
All other			15,205	8,1[illegible]
Chemicals, drugs, dyes, and medicines:				
Acids—Oxalic lbs.	465,743		225,284	
Fusel oil or amylic alcohol lbs.	32,584		11,329	
Potash, carbonate of, etc lbs.	672,414		67,241	
Soda, salts of			255,396	85,7[illegible]
All other			34,852	4[illegible]
Cotton, and manufactures of			64	[illegible]
Fibers, etc., all other manufactures			1,059	[illegible]
Fish:				
Cured or preserved—				
Cod, haddock, hake, and pollock lbs.	247,008	87,200	64,616	19,92[illegible]
Fish (except shellfish), packed in oil			1,054,010	71,32[illegible]
Herring lbs.	127,556	6,009,930	14,716	263,30[illegible]
Mackerel lbs.	265,000		33,701	
All other			86,834	
All other fish			107,200	9,08[illegible]
Fish hooks, rods, and reels, etc			57,972	87,92[illegible]
Fur skins, undressed			44,038	2,57[illegible]
Glass bottles, etc., empty or filled			3,893	1[illegible]
Gold and silver, manufactures of			3,397	1[illegible]
Hides and skins (except fur skins), raw or uncured:				
Calfskins—				
Dry lbs.	271,934	350,115	188,629	233,80[illegible]
Green or pickled lbs.	185,344	702,370	79,160	324,99[illegible]
Cattle hides—Green or pickled lbs.	74,874		15,497	
Goatskins—Dry lbs.	118,515	16,877	110,301	18,55[illegible]
All other			22,173	
Household effects			6,091	7,90[illegible]
India rubber, scrap lbs.	111,428	66,783	10,886	6,16[illegible]
Iron and steel, and manufactures of:				
Antifriction balls and bearings				21,37[illegible]
Bar iron tons.	102	50	10,770	8,71[illegible]
Machine tools			12,060	
Machinery			138,235	128,52[illegible]
Wire rods lbs.		238,835		21,77[illegible]
All other			21,598	36,45[illegible]
Matches			141,062	573,58[illegible]
Meat and dairy products:				
Cheese and substitutes for lbs.	14,356		3,905	
Milk, fresh and condensed			10,736	
All other			16	
Metals, metal compositions, and manufactures of			7,487	23[illegible]
Oils:				
Animal—Fish and other—				
Cod-liver oil galls.	88,683	47,610	305,727	136,41[illegible]
All other galls.	3,750		750	
Paper stock, crude (except wood pulp):				
Rags (other than woolen) lbs.	150		12	
All other			7,170	26[illegible]
Paper, and manufactures of:				
Books, etc., and other printed matter			14,306	11,29[illegible]
Photographic paper				23,66[illegible]
Printing paper for books and newspapers—				
Not above 5 cents per pound lbs.	2,454,938		112,798	
All other lbs.	224,535		13,317	
Wrapping paper lbs.	1,035,997	42,442	59,925	2,84[illegible]
All other			114,770	5,21[illegible]
Platinum ozs. troy.	120		6,280	
Plants, trees, shrubs, and vines: Bulbs, bulbous roots, etc M.	250		2,625	
Precious and semiprecious stones, and imitations of			16,694	
Seeds			58	
Spirits, wines, malt liquors, and other beverages:				
Malt liquors—				
In bottles galls.	2,849		2,276	
In other coverings galls.	35,353		17,132	
Spirits, distilled—Cordials, liqueurs, etc. pf. galls.	8,902	767	14,244	1,43[illegible]
All other			3,375	53

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Imports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
NORWAY—continued.				
Stone, and manufactures of, including slate			$5,361	
Wood, and manufactures of:				
Unmanufactured			35,091	$27,527
Manufactures of—				
Lumber—				
Boards, etc., and other sawed lumber....M ft.	530		10,600	
All other lumber			5	
Furniture			2,057	
Wood pulp—				
Mechanically ground.....tons.	10,854	3,022	350,354	110,078
Chemical, unbleached.....tons.	11,339	3,235	946,266	287,046
Chemical, bleached.....tons.	22,431	4,316	2,112,863	627,248
All other			2,794	95
All other articles			10,760	26,299
Total			7,108,311	3,235,020
PORTUGAL.				
Antimony ore (contents).....lbs.	390,282		27,870	
Articles, the growth, produce, and manufacture of the United States, returned			1,897	4,983
Art works: All other			11,467	563
Chemicals, drugs, dyes, and medicines:				
Argols or wine lees.....lbs.	2,621,439	4,762,358	389,560	743,331
Gums—Camphor, crude, natural.....lbs.		86,400		42,336
All other			5,378	30,996
Cocoa, or cacao, crude.....lbs.	16,551,624	134,904	2,148,191	20,912
Cork:				
Wood or bark, unmanufactured			2,404,678	1,754,153
Manufactures of			105,647	152,099
Cotton, manufactures of			984	704
Fibers, and textile grasses, n. e. s.: Manufactures of—				
Handkerchiefs				3,775
Laces, embroideries, etc			29	39,027
Fish:				
Fish (except shellfish), packed in oil, etc			657,737	254,635
All other			35,300	2,267
Fruits and nuts:				
Fruits—				
Figs.....lbs.	13,385,228	9,382,417	520,084	629,020
Olives.....galls.	1,802		897	
Fruits, preserved			1,199	1,681
All other			116	477
Nuts—				
Almonds—				
Not shelled.....lbs.	25,873	531	3,677	93
Shelled.....lbs.	846,529	231,348	179,263	51,544
Walnuts—not shelled.....lbs.	118,522	146,446	10,445	15,292
All other			169,911	124,519
Hides and skins (except fur skins), raw or uncured:				
Goatskins—dry.....lbs.	254,239	383,161	212,452	449,503
Sheepskins—dry.....lbs.	60,150	4,000	40,100	2,000
All other				860
Household and personal effects and wearing apparel in use, etc			833	
India rubber, crude.....lbs.	3,719,703	538,076	1,439,498	220,133
Iron and steel: Scrap and old, fit only for remanufacture.....tons.	7	1	150	15
Oils: Vegetable—				
Olive, edible.....galls.	1,203	2	1,987	3
Palm.....lbs.	105,868		10,229	
Expressed				12,836
Paper stock, crude (except wood pulp):				
Rags (other than woolen).....lbs.	97,605		3,721	
All other (including grasses, fibers, waste, etc., used chiefly for paper making)			2,383	3,839
Paper, manufactures of:				
Books, music, maps, engravings, etchings, photographs, and other printed matter			403	2,604
Pipes and smokers' articles:				
Cigarettes, books, covers, and paper			5,530	5,829
Pipes and other smokers' articles			401	7,404
Salt.....100 lbs.	6,272	30,974	280	7,371
Seeds: Other than grass seeds			22,688	2,353
Soap: Castile.....lbs.		29,215		3,981

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Imports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
PORTUGAL—continued.				
Spices: All other.....lbs..	5,512	95	$483	$15
Spirits, wines, malt liquors, and other beverages:				
Still wines—				
In casks.....galls..	170,534	184,778	161,396	233,233
In other coverings.....doz. qts..	7,350	6,139	36,710	36,141
All other.....			225	311
Sulphur ore.....tons..	16,475	2,700	53,425	7,700
Tin, scrap.....lbs..	461,350		15,824	
Tobacco, leaf.....lbs..	48,272		44,410	
Tungsten-bearing ore.....tons..	39	92	41,007	82,583
Vegetables:				
Beans and lentils.....bush..	63	1,192	188	2,436
Onions.....bush..	2,494		2,823	
Prepared or preserves.....			1,257	1,621
All other in their natural state.....			12,322	1,340
Wax: Beeswax.....lbs..	2,352	15,218	730	6,125
Wood, manufactures of.....			1,339	12,109
Wool, hair of the camel, goat, alpaca, etc., unmanufactured:				
Class 1—Clothing.....lbs..	67,689	23,540	17,763	17,655
Class 3—Carpet.....lbs..	512,802	88,529	132,339	36,463
All other articles.....			5,393	1,763
Total.....			8,933,878	5,030,633
ROUMANIA.				
Wines, spirits, etc.: Still wines.....doz. qts..	86		623	
Wool, hair of the camel, etc., and manufactures of:				
Carpets and rugs, woven whole.....sq. yds..	104		662	
Total.....			1,285	
RUSSIA IN EUROPE.				
Articles specially imported:				
Apparatus, philosophical and scientific.....			7,396	
Statuary, regalia, gems, etc., for religious or educational purposes.....			2,926	3,921
All other.....			707	115
Articles, the growth, produce, or manufacture of the United States, returned.....			2,515	735
Art works: All other.....			1,599	43,261
Bristles:				
Not sorted, bunched, or prepared.....lbs..	25,543	7,296	23,146	52,300
Sorted, bunched, or prepared.....lbs..	124,389	120,648	255,255	339,905
Chemicals, drugs, dyes, and medicines:				
Fusel oil, or amylic alcohol.....lbs..	35,274	84,388	15,424	41,351
Licorice root.....lbs..	1,482,880	8,188,439	59,580	639,900
Potash, carbonate of, etc.....lbs..		10,088,631		2,026,604
All other.....			36,673	62,009
Explosives.....			95	
Fibers, vegetable, and textile grasses, and manufactures of, n. e. s.:				
Unmanufactured—Flax.....tons..	2,872	2,955	1,284,266	3,540,067
Manufactures of—				
Laces, embroideries, etc. (except wearing apparel).....			5,676	626
All other.....			63	
Fish, cured or preserved.....			42,033	29,295
Furs and fur skins:				
Undressed.....			1,552,234	2,900,180
Dressed, on the skin.....			390,967	114,616
Manufactures of.....			2,256	2,837
Hair, and manufactures of:				
Horsehair, unmanufactured.....lbs..	24,025		15,049	
Human hair, uncleaned.....lbs..	20		120	
Hides and skins (except fur skins), raw or uncured:				
Calfskins—Dry.....lbs..	1,515,426	663,341	660,683	373,771
Household and personal effects, etc.....			208	820
Iron and steel, and manufactures of.....			1,766	1,270
Leather and tanned skins, manufactures of.....				8
Manuscripts.....			18,178	65,128
Meat products: Meat products—Sausage casings.....			53,898	229,266

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Imports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
RUSSIA IN EUROPE—continued.				
Oils: Vegetable—Distilled and essential—				
Birch tar and cajeput			3,637	21,195
All other			4,786	3,149
Paper, and manufactures of:				
Books, music, maps, engravings, etchings, photographs, etc			$2,924	$2,395
All other			17	1,883
Seeds:				
Grass—				
Clover—				
Red lbs.	176,192		40,435	
All other lbs.	43,560		9,583	
All other lbs.	365,021	176,660	43,121	24,732
Sugar beet lbs.	8,139,800	9,009,233	830,796	2,989,468
All other			9,301	31,411
Spirits, wines, malt liquors, etc.: Spirits distilled—				
Cordials, liqueurs, etc pf. galls.		1,565		4,847
Tobacco, leaf: All other lbs.		1,600,098		1,465,219
Vegetables, prepared or preserved: Mushrooms and truffles lbs.	29,175		16,093	
Wool, hair of the camel, goat, alpaca, and other like animals:				
Unmanufactured—Class 3—Carpet lbs.		96,790		39,130
Manufactures of—				
Carpets and rugs woven whole sq. yds.	13,631	13,086	41,627	71,529
All other			82	34
All other articles			10,980	15,299
Total			5,446,095	15,146,826
SPAIN.				
Abrasives, crude, artificial			14,456	6,434
Articles, specially imported:				
Articles temporarily imported for export within six months			235	13,498
Works of art for exposition purposes, etc			115,897	3,027
All other			3,404	3,322
Articles, all other, of United States, returned			36,472	19,656
Art works:				
Production of American artists			1,634	
All other			897,745	160,836
Beads and bead ornaments			27,101	6,944
Breadstuffs:				
Bread and biscuit			4,328	3,320
Macaroni, vermicelli, etc lbs.	166,185	34,592	12,453	2,561
Rice, cleaned lbs.	18,342	197	933	29
All other			53	42
Carbons for electric lighting 100 feet.	5,568		20,280	
Chemicals, drugs, dyes, and medicines:				
Argols, or wine lees lbs.	2,250,510	4,842,552	331,206	664,606
Fusel oil or amylic alcohol lbs.	60,841	51,187	28,704	23,392
Glycerin, crude lbs.	792,555		282,506	
Licorice root lbs.	4,755,556	5,270,318	427,318	541,901
Potash—				
Carbonate of lbs.	1,696,699	699,623	154,817	100,566
Cyanide of lbs.		130,770		45,173
Soda, salts of			19,565	
All other			484,983	389,569
Copper, and manufactures of:				
Copper ore copper contents lbs.	1,254,159		284,477	
All other manufactures of				279
Corkwood or bark:				
Unmanufactured			1,058,574	946,373
Manufactures of			2,026,785	1,778,279
Cotton, manufactures of:				
Cloths—Colored or dyed sq. yds.	165,855	82,479	34,177	20,519
Waste or flocks lbs.	141,899		7,153	
Wearing apparel, all other			33,606	23,513
All other			15,659	23,985
Earthen, stone, and china ware:				
Not decorated or ornamented			2,944	109
Decorated or ornamented			2,153	1,456
All other			275	5

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Imports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
SPAIN—continued.				
Edible substances, n. s. p. f.			$4,667	$10
Explosives			3,428	
Fans, except palm leaf			10,232	2,956
Fibers, vegetable, etc., and manufactures of:				
Unmanufactured.....tons	16	27	4,108	10,508
Bags of jute.....lbs.	42,131	12,047	6,108	1,992
Fabrics of flax, hemp, or ramie.....sq. yds.	57,775	35,041	23,695	19,019
Handkerchiefs			35,614	34,374
Laces, embroideries, etc., and articles made thereof (except wearing apparel)			5,507	1,590
All other manufactures			11,322	7,948
Fish:				
Cured or preserved—				
Fish, except shellfish, packed in oil, etc			136,415	63,100
All other cured, etc			340,211	283,325
Shellfish, shrimp, and other			12,613	2,962
Fishhooks, rods, and reels, artificial baits, etc			3,237	9,861
Fruit and nuts:				
Fruits—				
Figs.....lbs.	949,238	840,182	43,356	60,609
Grapes.....cu. ft.	1,378,001	548,959	1,604,496	636,244
Lemons			15,505	20,410
Olives.....galls.	4,842,858	2,198,520	1,953,606	941,014
Oranges			102,247	3,831
Raisins, and other dried grapes.....lbs.	1,836,688	780,440	232,750	141,112
Preserved			50,043	57,131
All other			7,284	620
Nuts—				
Almonds—				
Not shelled.....lbs.	3,419,674	3,790,875	412,902	457,889
Shelled.....lbs.	6,834,027	8,706,782	1,856,796	2,337,010
Filberts—				
Not shelled.....lbs.	160,832	4,497,620	17,937	355,007
Shelled.....lbs.	1,925,388	3,119,428	451,797	592,190
Peanuts, not shelled and shelled.....lbs.	704,485	162,865	47,748	12,174
Walnuts—				
Not shelled.....lbs.	678,585	184,726	57,711	26,263
Shelled.....lbs.	659,203	1,874,974	167,975	649,717
All other			126,508	86,428
Furs, and fur skins, undressed			25,221	103,190
Glass and glassware:				
Bottles, vials, demijohns, carboys, and jars (except blown), plain green or colored, empty or filled			10,424	6,093
Bottles, decanters, etc., cut or ornamented			2,025	783
All other			583	1,576
Glue and glue size.....lbs.	104,041	128,511	18,554	28,417
Gold and silver, manufactures of, including jewelry			9,177	6,677
Grease and oils: Sulphur oil or olive foots.....lbs.	3,323,862	471,766	296,208	46,948
Hair, and manufactures of:				
Animal, other than horse.....lbs.	36,226		3,244	
All other			613	93
Hats, bonnets, and hoods, and materials for			7,597	1,487
Hides and skins (except fur skins), raw or uncured:				
Goatskins—Dry.....lbs.	1,869,360	806,152	1,621,021	845,714
Sheepskins—				
Dry.....lbs.	4,464,918	1,033,026	2,168,863	590,013
Green or pickled.....lbs.	22,380		13,100	
All other.....lbs.		58,779		64,389
Hides and cuttings, raw, etc.....lbs.	334,787	277,822	19,954	20,595
Household and personal effects and wearing apparel in use			11,911	15,995
Iron ore.....tons.	216,046	26,093	795,045	125,431
Iron and steel, and manufactures of:				
Cutlery			3,254	231
Machinery, all other			8,617	154
All other			18,384	4,010
Leather and tanned skins, and manufactures of:				
Upper leather, dressed			95,628	50,326
All other leather, etc			78,548	15,246
Boots and shoes.....pairs.	71,058	29,515	23,427	7,463
All other manufactures			1,854	7,411
Meat and dairy products:				
Meats, preserved, n. e. s.			12,838	3,965
Cheese and substitutes for.....lbs.	2,437	23,620	689	8,262
All other			3,814	985

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Imports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
SPAIN—continued.				
Metals, metal compositions, and manufactures of			$844	$1,075
Minerals, crude, n. e. s			26,117	5,141
Musical instruments, and parts of, including strings			13,737	9,917
Oils:				
Vegetable—				
Expressed—				
Olive, fit only for manufacturing or mechanical purposes, gals	581,485	113,061	558,253	93,733
Olive oil, edible, gals	3,776,581	2,091,400	4,350,747	2,783,691
Peanut oil, gals	1,562	270	2,201	405
All other			3,907	2,314
Distilled and essential, all other			228,304	413,051
Paints, pigments, colors, and varnishes			111,462	93,380
Paper stock, crude (except wood pulp):				
Rags, other than woolen, lbs	1,689,906	200	73,228	10
All other			230,931	44,640
Paper, manufactures of:				
Books, music, maps, engravings, etchings, photographs, etc			41,724	26,854
Lithographic labels, prints, etc			4,491	4,585
Wrapping paper, lbs	1,225,108	733,550	59,502	39,504
All other			12,128	6,539
Perfumery, cosmetics, etc			9,451	4,725
Phonographs, gramophones, etc			4,712	100
Photographic goods:				
Cameras, and parts of			10	.....
Motion-picture films, sensitized, etc.—Positives, lin. ft	137,252	.....	8,103	.....
Pipes, and other smokers' articles:				
Cigarette books, covers, and papers			31,190	27,429
Pipes, and all other			323	24
Precious and semiprecious stones:				
Diamonds, cut but not set			3,470	5,472
Imitation precious stones			3,275	6,037
All other			11,572	1,839
Salt, 100 lbs	338,642	101,900	18,536	6,750
Seeds:				
All other grass, lbs	26,956	.....	4,925	.....
All other			143,568	208,086
Silk, and manufactures of:				
Bolting cloths			9,431	73,067
Laces, embroideries, etc			6,766	1,182
Spun silk, or schappe silk yarn, lbs	7,274	.....	26,703	.....
All other manufactures			3,002	1,962
Soap:				
Castile, lbs	818,974	578,817	84,809	67,826
All other			11,390	5,785
Spices, lbs	3,558,072	2,277,823	451,743	354,930
Spirits, wines, malt liquors, and other beverages:				
Spirits, distilled—				
Brandy, pf. gals	9,602	3,865	24,532	9,472
Cordials, liqueurs, etc, pf. gals	17,068	5,673	73,991	23,059
Wines—				
Champagne and other sparkling, doz. qts	534	633	7,230	7,301
Still wines—				
In casks, gals	914,438	594,373	808,205	622,259
In other coverings, doz. qts	26,555	20,178	127,817	92,797
Other beverages—Mineral water, doz. qts	14,327	1,877	16,210	2,945
All other			10,842	8,624
Starch, lbs	44,092	66,138	3,333	7,763
Straw, grass, etc., manufactures of			3,887	745
Sugar, candy, and confectionery, lbs	80,243	103,993	18,045	26,783
Sulphur ore, as pyrites or sulphuret of iron, containing in excess of 25 per cent of sulphur, tons	747,866	596,583	5,170,447	3,709,368
Tanning materials, crude, all other			19,428	10,714
Vegetables:				
Beans and lentils, bush	2,879	1,221	17,920	7,411
Onions, bush	1,422,572	1,165,720	1,276,472	828,167
Peas, dried, bush	24,559	4,583	96,132	17,391
Pickles and sauces			12,771	6,393
Prepared or preserved, all other			519,190	327,827
All other, in natural state			178,874	118,793
Wax:				
Beeswax, lbs	81,876	10,803	29,558	3,856
Vegetable, lbs	19,973	.....	7,694	.....

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Imports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
SPAIN—continued.				
Wood, and manufactures of:				
Unmanufactured			$5,543	$3,583
Manufactured—				
Boards, planks, etc., cabinet wood ..... M ft..	25	21	3,786	3,172
Furniture			9,066	5,278
All other			34,085	7,093
Wool, hair of the camel, goat, alpaca, and other like animals, and manufactures of:				
Unmanufactured—				
Wool of the sheep, hair of the camel, and other like animals—				
Class 1—Clothing ..... lbs..	525,956	855,676	186,166	407,465
Class 2—Combing ..... lbs..	39,148	29,923	10,824	13,329
Class 3—Carpet ..... lbs..	5,746,933	620,299	1,424,537	257,028
Manufactures of			4,436	4,534
Zinc ore and calamine ..... {gross tons.. / zinc...lbs..	29,022 / 26,316,942		759,951	
All other articles			124,650	192,317
Total			36,862,571	24,565,565
SWEDEN.				
Agricultural implements, and parts of			19,846	22,840
Articles specially imported:				
Articles temporarily imported for export within 6 months			6,400	
Materials for construction and equipment of vessels			37,848	
All other			556	
Articles, the growth, produce, and manufacture of the United States, returned			7,116	783
Art works			39,117	9,640
Chalk, ground, precipitated, etc			5,167	
Chemicals, drugs, dyes, and medicines:				
Acids—Oxalic ..... lbs..	108,998		32,408	
Argols or wine lees ..... lbs..		40,588		5,320
Potash—				
Carbonate of ..... lbs..	78,825	10,848	23,628	3,235
Cyanide of ..... lbs..	8,000		3,295	
Hydrate of ..... lbs..	41,399	10,912	14,549	4,301
Preparations, medicinal			9	
Soda, salts of			128,353	2,582
All other			44,294	4,374
Copper, manufactures of			2,995	
Earthen, stone, and china ware:				
China, porcelain, parian, and bisque—				
Not decorated or ornamented			97	
Decorated or ornamented			2,431	386
Earthenware and crockery—				
Not decorated or ornamented			1,743	23
Decorated or ornamented			709	1,455
Fish: Cured or preserved			600	
Furs and fur skins:				
Undressed			20,530	
Manufactures of			125	
Glass and glassware:				
Bottles, vials, demijohns, carboys, and jars (except blown), plain green or colored, empty or filled			1,159	
Lenses, etc. (including spectacles)			5,839	2,920
All other manufactures of			26,889	32,332
Gold and silver, and manufactures of, including jewelry			2,955	
Hair, and manufactures of:				
Human, uncleaned ..... lbs..	392		4,517	
Manufactures of			813	
Hides and skins (except fur skins), raw or uncured:				
Calfskins—Green or pickled ..... lbs..	206,315		80,981	
Goatskins—Dry ..... lbs..	35,218		12,612	
Household and other personal effects			12,186	4,020
India rubber, etc., manufactures of				2,252
Iron ore ..... tons..	147,610	17,718	778,235	91,571

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Imports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
SWEDEN—continued.				
Iron and steel, and manufactures of:				
Pig iron, other (except ferrosilicon)...tons..	301		$14,744	
Antifriction balls and bearings			1,312,041	$1,242,553
Bar iron...tons..	3,333	1,060	322,174	149,362
Building forms and all other structural shapes..lbs..	555,893		28,423	
Cutlery—				
Pen and pocket knives...doz..	340	133	1,916	560
Razors and parts of			1,270	7,391
All other			4,953	3,397
Ingots, blooms, slabs, billets, etc., of steel, made by the Bessemer, Siemens-Martin open-hearth, or similar processes, not containing alloys..lbs..	2,137,413	1,155,204	132,650	91,106
All other...lbs..	8,219,431	4,285,666	813,296	655,797
Machinery, machines, and parts of—				
Machine tools			13,159	
Textile machinery			686	
All other			1,000,651	337,363
Sheets and plates...lbs..	259,310	1,860,985	19,794	308,856
Table, kitchen, and other utensils, enameled, etc			133,518	37,321
Wire rods...lbs..	4,374,458	2,135,482	278,417	259,956
Wire, and articles made from			87,687	38,051
All other manufactures of			414,863	864,516
Matches, friction or lucifer			820,827	2,149,588
Meat and dairy products: Cheese, and substitutes for...lbs..	67,017		12,849	
Metals, etc., all other			94,504	78,720
Oils: Vegetable—Distilled and essential			5,391	14,055
Paints, pigments, colors, and varnishes			480	
Paper stock, crude (except wood pulp)			10	60
Paper, and manufactures of:				
Books, music, maps, engravings, etchings, photographs, etc			26,172	13,937
Photographic paper			43,562	
Printing paper, etc.—				
Not above 5 cents per pound...lbs..	112,490	331,543	4,725	12,802
All other...lbs..	165,466		11,108	
Surface-coated paper...lbs..	8,900		1,129	
Wrapping paper...lbs..	1,418,889	45,071	59,108	2,656
All other			71,723	41,068
Perfumery, cosmetics, and toilet preparations			15,499	1,263
Photographic goods: Motion-picture films, positive...lin. ft..	1,404	21,171	70	5,935
Rennets, raw or prepared				20,000
Seeds: Grass—Clover and other...lbs..	49,000		7,010	
Spirits, wines, malt liquors, and other beverages:				
Malt liquors—In bottles or jugs...galls..	8,272		6,710	
Spirits, distilled—				
Brandy...pf. galls..	4,679		4,528	
Cordials, liqueurs, etc...pf. galls..	3,652		4,960	
All other			80	4
Stone, and manufactures of:				
Flintstones, unground			8,105	2,595
Manufactures of, including slate			3,192	1,865
Wood, and manufactures of:				
Unmanufactured			21,280	11,717
Manufactures of—				
Wood pulp—				
Mechanically ground...tons..	2,200	3	96,577	88
Chemical—				
Unbleached...tons..	190,979	40,420	15,055,322	3,900,494
Bleached...tons..	16,075	1,368	1,668,288	172,202
All other			3,617	1,308
Wool, hair of the camel, goat, alpaca, etc., manufactures of			142	5
All other articles			103,872	21,729
Total			24,048,979	10,636,354

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Imports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
SWITZERLAND.				
Aluminum, manufactures of			$4,700	$22,997
Articles specially imported:				
Articles temporarily imported for export within six months				17,470
For the United States			571	634
Philosophical and scientific apparatus			1,271	1,086
Statuary, regalia, gems, etc., for religious or educational purposes			5,485	6,845
Works of art for exhibition, public institutions, etc				543
All other				2,090
Articles, the growth, produce, and manufacture of the United States, returned			1,899	306
Art works:				
The production of American artists			2,548	
All other			6,655	5,821
Beads and bead ornaments			34,491	3,807
Bronze, manufactures of			738	4,167
Brushes, feather dusters, etc			5,635	2,608
Buttons, and parts of			1,252	3
Chemicals, drugs, dyes, and medicines:				
Acids			54,064	31,292
Alizarin and alizarin dyes lbs.	2,248		3,050	
Argols and wine lees lbs.	2,172		760	
Coal-tar distillates, preparations of or products, n. e. s.—				
Colors or dyes			1,957,799	1,675,609
Distillates, preparations, etc., all other			82,867	7,595
Glycerin, crude lbs.	223,367		72,582	
Indigo, natural and synthetic lbs.	1,040,062	1,164,523	704,198	1,006,755
Preparations, medicinal			31,221	13,543
Soda, salts of			63,758	795
All other			205,788	151,475
Clocks and watches, and parts of:				
Clocks, and parts of			10,120	49,875
Watches, and parts of			5,237,070	7,821,795
Cocoa and chocolate, prepared or manufactured, except confectionery lbs.	54,788	28,623	18,257	10,448
Cork, manufactures of				3,307
Cotton, manufactures of:				
Cotton thread (except spool), yarns, warps, etc. lbs.	2,089	1,000	3,204	1,610
Cotton cloth—				
Unbleached sq. yds.	161,758	6,598	27,258	1,820
Bleached sq. yds.	1,869,004	839,157	324,409	156,538
Dyed in the piece sq. yds.	99,146	18,084	14,153	5,367
Printed, dyed, etc., all other sq. yds.	17,870	21,595	4,047	10,036
Handkerchiefs, mufflers, etc			267,095	361,325
Laces, embroideries, etc., and articles made thereof (except wearing apparel)—				
Embroideries, including edgings, insertings, and galloons			2,142,833	875,714
Lace window curtains			352,855	177,470
Laces and lace articles, including lace edgings, insertings, and galloons—				
Handmade			14,404	18,927
All other			710,833	534,068
Lace nets and nettings			25,066	1,155
All other			48,390	38,905
Wearing apparel—				
Knit goods			168,071	97,808
All other			168,960	61,404
All other manufactures of			15,270	23,130
Dials, enameled, for watches, etc			2,882	5,805
Edible substances, n. e. s			2,708	
Feathers, etc., natural and artificial			5,133	2,572
Fibers, vegetable, etc., manufactures of:				
Handkerchiefs			296,718	332,201
Laces, embroideries, etc. (except wearing apparel)			35,158	11,613
Wearing apparel			2,547	258
All other			3,883	4,546
Fruits and nuts:				
Fruits—Raisins and other dried grapes lbs.		27,830		4,323
Nuts—Almonds, shelled lbs.	2,200	19,295	550	8,845
Furs, and manufactures of:				
Fur and fur skins, undressed			53,585	14,237
Furs dressed on the skin			10,914	
Manufactures of			147	

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Imports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
SWITZERLAND—continued.				
ıtin, and manufactures of:				
nmanufactured.....lbs..	11,262	7,714	$6,866	$8,250
anufactures of.....	.....	.....	35	.....
ss and glassware:				
ɣlinder, crown, and common window glass, unpolished.....lbs..	6,194	.....	1,288	.....
ll other.....	.....	.....	10,016	3,177
e and glue size.....lbs..	77,161	25,647	5,781	5,227
d and silver, manufactures of, including jewelry:				
old and silver, manufactures of.....	.....	.....	62,590	18,424
welry.....	.....	.....	4,983	6,882
r, and manufactures of:				
uman, uncleaned.....lbs..	980	450	4,486	2,168
uman, cleaned and manufactured.....	.....	.....	445	811
ll other.....	.....	.....	124	7,409
ır, artificial horsehair, manufactures of.....	.....	.....	7,020	4,384
:s, bonnets, and hoods, and materials for:				
[aterials for.....	.....	.....	71,348	26,419
[ats, bonnets, etc., of straw, chip, grass, etc.....	.....	.....	6,618	5,677
les and skins (except fur skins), raw or uncured:				
alfskins—Green or pickled.....lbs..	262,899	49,449	126,097	22,984
oatskins—Dry.....lbs..	105,121	.....	127,645	.....
ısehold and personal effects and wearing apparel				
ı use, etc.....	.....	.....	10,605	4,810
n and steel, manufactures of—				
[achines, machinery, and parts of—				
Machine tools.....	.....	.....	.....	20
Textile machinery.....	.....	.....	98,999	71,029
All other.....	.....	.....	114,457	62,469
Vire, and articles made from.....	.....	.....	7,673	4,841
ıll other.....	.....	.....	114,292	114,430
ıther, and manufactures of.....	.....	.....	2,990	5,700
at and dairy products:				
Cheese and substitutes for.....lbs..	1,640,656	.....	341,063	.....
filk, fresh and condensed.....	.....	.....	402,510	.....
ıll other.....	.....	.....	51	.....
tals, metal compositions, and manufactures of.....	.....	.....	53,513	143,159
sical instruments, and parts of, including strings...	.....	.....	18,688	6,525
s, vegetable:				
Expressed—				
Olive, edible.....galls..	9,873	.....	12,851	.....
All other.....	.....	.....	554	.....
Distilled and essential.....	.....	.....	66,914	16,548
per, and manufactures of:				
Books, music, maps, engravings, etchings, etc.....	.....	.....	15,697	9,243
ithographic labels and prints (except post cards)..	.....	.....	8,590	6,458
Souvenir post cards.....	.....	.....	2,716	1,350
Surface-coated paper.....lbs..	7,601	1,107	1,206	360
ıll other.....	.....	.....	40,175	12,869
rfumery, cosmetics, and all toilet articles.....	.....	.....	144,884	201,230
onographs, gramophones, graphophones, etc.....	.....	.....	365,698	257,230
ecious and semiprecious stones, and imitations of:				
Diamonds, cut but not set.....	.....	.....	131,252	23,044
Pearls, and parts of, not strung, etc.....	.....	.....	270	.....
Other precious stones, uncut.....	.....	.....	5,285	1,063
Other precious and semiprecious stones, cut but not set.....	.....	.....	62,748	51,518
Imitation precious stones.....	.....	.....	196,589	140,632
k, and manufactures of:				
Silk, raw, in skeins.....lbs..	10,389	.....	59,946	.....
Waste.....lbs..	5,517	.....	2,310	.....
Bolting cloths.....	.....	.....	270,660	805,792
Fabrics woven in the piece.....	.....	.....	556,483	208,517
Laces, embroideries, etc. (except wearing apparel)..	.....	.....	29,061	7,970
Plushes, velvets, and other pile fabrics.....lbs..	441	34	3,417	338
Silk ribbons, not over 12 inches in width.....	.....	.....	48,406	4,387
Spun silk, or schappe silk yarn.....lbs..	1,058,411	897,317	2,694,820	2,619,780
Wearing apparel.....	.....	.....	98,338	47,340
All other.....	.....	.....	182,301	75,367
lk, artificial, manufactures of:				
Yarns, threads, etc.....lbs..	19,231	3,104	42,010	13,539
All other.....	.....	.....	139,998	46,465

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Imports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	191
EUROPE—Continued.				
SWITZERLAND—continued.				
Spirits, wines, malt liquors, and other beverages:				
Spirits, distilled—				
Brandy.....pf. galls..	523		$1,161	
Cordials, liqueurs, etc.....pf. galls..	2,198	100	6,373	
Wines—Still wines—				
In casks.....galls..	2,082	1,193	1,933	
In other coverings.....doz. qts..	1,845	1,646	6,265	
All other			867	
Stones, semiprecious, manufactures of, etc			11,944	
Straw and grass, manufactures of			10,074	
Toys			4,334	
Vegetables:				
Mushrooms and truffles.....lbs..	19,753		5,674	
Pickles and sauces			14,372	
All other			3,442	
Wood, and manufactures of			11,717	
Wool, etc., and manufactures of:				
Carpets and rugs, woven whole.....sq. yds..	3,038	85	3,530	
Wearing apparel			143,559	1
All other			122	
All other articles			37,373	
Total			20,252,954	18,9
TURKEY IN EUROPE.				
Chemicals, drugs, dyes, and medicines: Opium containing 9 per cent or more of morphia.....lbs..	599		4,758	
Tobacco: Leaf, all other.....lbs..	10,051		16,833	
Total			21,591	
UNITED KINGDOM—ENGLAND.				
Abrasives:				
Corundum—				
Ore.....tons..	204	160	18,669	1
Grains, manufactured, etc.....lbs..	58,240		2,926	
Emery, and manufactures of			23,519	
Rotten stone and tripoli			8,627	
All other			12,899	
Agricultural implements, and parts of			74,260	8
Aluminum, and manufactures of:				
Crude, scrap, etc.....lbs..	120		30	
Manufactures of			3,974	
Animals:				
Cattle.....No..	1,702	1,063	314,881	29
Horses.....No..	593	219	793,325	46
All other, including fowls			195,105	13
Antimony:				
Ore (antimony contents).....lbs..	112		28	
Matte, regulus, or metal.....lbs..	345,708	279,776	63,896	5
Articles specially imported:				
Temporarily imported for export within 6 months			171,967	4
For diplomatic officers			13,552	1
For manufacture in bonded warehouse and export			213,798	14
For construction and equipment of vessels			207,098	1,35
For the United States			293	9
Miners' rescue appliances			42,464	8
Philosophical and scientific apparatus			13,574	2
Works of art for exhibition, presentation to public institutions, etc			85,858	26
All other			10,939	
Articles, the growth, produce, and manufacture of the United States, returned			1,763,947	1,37
Art works:				
The production of American artists			17,906	1
All other			9,979,901	3,11
Asbestos:				
Unmanufactured.....tons..	1,112	9	262,982	4
Manufactures of			40,674	2
Asphaltum and bitumen.....tons..	350	1,701	3,366	10
Beads and bead ornaments			22,990	7
Bismuth.....lbs..	60,842	97,533	163,662	197
Blacking, etc., for shoes			82,687	47

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Imports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
UNITED KINGDOM—ENGLAND—continued.				
...d, dried				$22,370
...es, hoofs, and horns:				
...manufactured			$85,183	45,723
...anufactures of			15,154	17,678
...dstuffs:				
...read and biscuits			71,470	414
...rinaceous substances, and preparations of (sago, tapioca, etc.)			169,814	75,988
...ce lbs.	400,958	3,921	22,556	160
...ce flour, meal, and broken rice lbs.	392,654	4,504	14,511	91
...ll other			128,091	4,911
...rtles:				
...ot sorted, bunched, or prepared lbs.	20,452	4,033	7,385	2,176
...rted, bunched, or prepared lbs.	1,232,638	433,615	2,122,781	1,124,545
...shes, feather dusters, and hair pencils			121,351	95,452
...tons, and parts of			29,979	19,478
...bon, manufactures of:				
...lectrodes, brushes, plates, and disks			28,860	65,856
...ll other			616	10,125
...s, carriages, other vehicles, and parts of:				
...utomobiles No.	57	13	137,119	29,656
Parts of, not including tires			73,230	27,219
...icycles, motor and other cycles, etc			31,554	5,892
...ll other			492	1,291
...alk:				
...nmanufactured tons.	127,536	100,284	115,271	112,740
...round, precipitated, etc			29,256	34,498
...emicals, drugs, dyes, and medicines:				
...cids—				
Carbolic lbs.	390,623	433,900	31,025	54,341
Oxalic lbs.	75,652	601,499	34,920	240,467
All other			416,148	485,824
...mmonia, muriate of, or sal ammoniac lbs.	1,834,081	914,765	176,603	90,778
...rgols, or wine lees lbs.	46,476	55,111	10,222	10,844
...inchona bark, and alkaloids, or salts of—				
Barks, cinchona or other, from which quinine may be extracted lbs.	191,683	85,414	50,540	34,721
Quinia, sulphate of, alkaloids of cinchona bark, etc ozs.	50,089	68,095	19,088	32,166
...oal-tar distillates, preparations or products—				
Colors or dyes			554,021	558,860
Dead or creosote oil galls.	25,782,272	45,352	1,920,446	11,875
All other			351,628	158,334
Extracts for tanning lbs.	3,293	840	459	238
Fusel oil or amylic alcohol lbs.	995,133	422,133	382,016	180,008
Gums—				
Camphor—				
Crude, natural lbs.	11,390		5,070	
Refined and synthetic lbs.	640,521	5,901	351,607	7,509
Copal, kauri, and damar lbs.	9,705,044	2,599,965	670,761	215,875
Gambier or terra japonica lbs.	621,122	202,532	52,649	24,614
Shellac lbs.	1,562,249		370,597	
All other			769,369	774,457
Indigo, natural and synthetic lbs.	772,786	464,321	1,674,849	700,038
Lactarene or casein lbs.	1,699,069	745	297,796	135
Licorice root lbs.	1,023,731	92,428	120,548	13,649
Lime, chloride of lbs.	64,711		3,769	
Opium, containing 9 per cent of morphia or over lbs.	65,356	126,173	622,363	1,951,732
Potash (see also fertilizers)—				
Carbonate of, including crude or black salts lbs.	336,000		81,992	
Nitrate of, or saltpeter, crude lbs.	5,102,643	6,915,332	736,594	747,696
All other lbs.	12,017	24,988	6,147	6,664
Preparations, medicinal			56,310	80,569
Soda—				
Cyanide of lbs.	29,457	26,300	9,574	8,517
All other salts of			91,934	243,760
Vanilla beans lbs.	10,270	7,270	15,759	13,106
All other chemicals, etc			2,956,208	2,485,026
...hicory root, raw, and roasted, etc lbs.	241,747		29,199	
...lays or earths:				
China clay or kaolin tons.	204,431	189,138	1,196,064	1,287,194
All other tons.	52,721	36,655	322,355	310,050
...locks and watches, and parts of:				
Clocks, and parts of			13,453	11,428
Watches, and parts of			16,172	42,556

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Imports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
UNITED KINGDOM—ENGLAND—continued.				
Coal and coke:				
Coal, anthracite.....tons..		200		$1,600
Coal, bituminous.....tons..	6,044	27,884	$31,573	214,790
Coke.....tons..		5		99
Cocoa or cacao, crude.....lbs..	11,650,811	1,038,142	1,460,314	113,304
Cocoa and chocolate, prepared or manufactured (not including confectionery).....lbs..	87,730	23	23,022	7
Coffee.....lbs..	9,351	749	1,597	81
Collodion, and manufactures of.....			25,372	7,675
Copper, and manufactures of:				
Ore, copper contents.....lbs..	2,890	112,384	623	30,381
Matte and regulus, coarse metal and cement, copper contents.....lbs..	601,074	784,130	126,478	201,612
Unrefined black, etc., in bars, pigs, etc.....lbs..		112,738		24,763
Refined, in bars, plates, rods, etc.....lbs..		225		66
Old and clippings for remanufacture.....lbs..	15,685	292	2,435	59
Composition metal, copper, chief value.....lbs..	4,410	109,187	776	22,762
Manufactures of copper, n.e.s.....			59,472	31,993
Cotton, and manufactures of:				
Unmanufactured.....lbs..	13,817,744	14	5,021,975	3
Waste or flocks.....lbs..	10,747,766	518,792	616,167	41,940
Manufactures of—				
Cotton thread (except spool), carded yarn, etc.....lbs..	10,078,945	5,809,750	9,548,737	7,608,705
Cloths—				
Unbleached.....sq. yds..	12,812,761	5,824,477	1,540,002	1,150,866
Bleached.....sq. yds..	7,060,627	4,184,639	1,354,033	1,100,582
Dyed in the piece.....sq. yds..	25,393,775	14,765,018	7,355,303	5,286,578
Printed.....sq. yds..	2,674,169	1,557,620	672,828	574,221
All other.....sq. yds..	4,520,602	2,637,278	940,531	782,481
Handkerchiefs or mufflers.....			111,224	153,465
Laces, embroideries, etc., and articles made thereof (except wearing apparel)—				
Embroideries, including edgings, insertings, etc.....			19,913	17,598
Lace window curtains.....			81,256	50,176
Laces and lace articles, including lace edgings, insertings, and galloons—				
Handmade.....			30,953	40,427
All other.....			4,318,552	2,449,191
Nets and nettings.....			2,087,385	1,669,661
All other laces, embroideries, etc.....			74,715	25,932
Plushes, velvets, velveteens, and other pile fabrics (except corduroys).....sq. yds..	3,728,111	825,678	2,016,143	687,277
Wearing apparel—				
Knit goods—				
Stockings, hose, and half hose.....doz. prs..	22,221	17,256	71,677	72,572
All other.....			32,764	45,326
All other.....			138,311	186,012
All other manufactures of cotton.....			2,464,166	2,457,737
Earthern, stone, and china ware:				
China, porcelain, parian, and bisque—				
Not decorated or ornamented.....			11,722	11,375
Decorated or ornamented.....			588,423	574,773
Earthen and crockery ware—				
Not decorated or ornamented.....			234,418	322,300
Decorated or ornamented.....			1,532,621	1,869,043
All other.....			130,809	98,772
Edible substances, n.s.p.f.....			50,762	28,307
Eggs, dried, frozen, etc., yolks of.....lbs..	53,091	68,750	9,226	5,832
Explosives:				
Fulminates, gunpowder, etc.....			21,998	1,873
All other.....			63,852	8,822
Feathers, etc., natural and artificial:				
Feathers and downs, crude, not dressed, etc.—				
Ostrich.....			88,183	6,432
All other.....			59,948	1,596
Dressed, natural and artificial.....			5,816	1,947
Fertilizers, n.e.s.:				
Ammonia, sulphate of.....tons..	912		81,358	
Bone dust, bone ash, and bone meal.....tons..	533	50	26,623	2,169
Guano.....tons..		3		243
Manure salts.....tons..	324	190	7,794	8,872
All other.....			216,144	19,358

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Imports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
UNITED KINGDOM—ENGLAND—continued.				
Fibers, vegetable, etc., and manufactures of:				
Unmanufactured—				
Flax.....tons..	254	245	$171,419	$229,127
Hemp.....tons..	1,811	1,348	381,622	320,467
Istle or Tampico fiber.....tons..	.....	1	.....	423
Jute and jute butts.....tons..	1,983	88	259,543	23,589
New Zealand flax.....tons..	442	375	105,047	60,308
Sisal grass.....tons..	730	212	197,562	93,498
All other.....tons..	1,145	1,944	218,505	349,949
Manufactures of—				
Bagging, gunny cloth, etc.....sq. yds..	701,441	604,583	68,275	74,185
Bags of jute.....lbs..	634,973	228,736	54,444	21,058
Burlaps, etc., of single jute yarn—				
Unbleached, etc.....lbs..	4,216,439	355,999	571,317	74,949
Bleached, etc.....lbs..	452,389	395,091	49,782	65,208
Coir yarn.....lbs..	25,536	179,088	1,423	17,173
Other of flax, etc., including shirting cloths.....sq. yds..	2,129,528	1,788,590	764,832	869,176
Handkerchiefs	.....	.....	220,635	297,505
Laces, embroideries, etc. (except wearing apparel)	.....	.....	73,102	29,913
Wearing apparel	.....	.....	60,210	37,539
Yarns.....lbs..	25,256	31,341	9,897	28,936
All other	.....	.....	821,127	1,034,065
Fish:				
Cured or preserved—				
Herring.....lbs..	849,276	139,494	51,613	8,232
Mackerel.....lbs..	4,952,949	8,122,450	421,531	930,872
All other	.....	.....	131,153	35,255
Fresh fish (except shellfish).....lbs..	16,924	.....	7,071	.....
Lobsters, shrimps, and other shellfish	.....	.....	27	2,260
Fishhooks, rods and reels, artificial baits, etc	.....	.....	128,864	128,387
Fluorspar.....tons..	11,456	10,791	83,567	114,436
Fruits and nuts:				
Fruits—				
Dates.....lbs..	3,499,990	70	255,766	2
Grapes.....cu. ft..	10,664	.....	38,046	.....
Preserved fruits	.....	.....	37,952	2,248
All other	.....	.....	27,661	7,663
Nuts—				
Almonds, shelled.....lbs..	32,424	33,246	9,420	6,985
Coconut meat, broken, etc., prepared.....lbs..	1,247,400	13,305	110,385	1,921
All other	.....	.....	35,734	2,787
Furs, and manufactures of:				
Furs and fur skins, undressed	.....	.....	7,584,250	8,559,533
Furs, dressed on the skin	.....	.....	606,231	175,063
Manufactures of—				
Fur hats, bonnets, and hoods.....doz..	5,516	1,991	110,898	56,980
All other (including waste)	.....	.....	117,634	95,768
Gelatin, and manufactures of:				
Gelatin.....lbs..	105,224	50,253	44,043	17,263
Manufactures of	.....	.....	20,436	4,534
Glass and glassware:				
Bottles, vials, demijohns, carboys, and jars (except blown), empty or filled	.....	.....	89,583	22,065
Bottles, decanters, etc., cut or ornamented	.....	.....	110,340	62,811
Cylinder, crown, and common window glass, unpolished.....lbs..	1,043,647	343,455	140,233	63,858
Plates or disks, rough cut, etc., for optical purposes	.....	.....	190,096	200,066
All other	.....	.....	162,528	185,031
Glue and size.....lbs..	3,174,804	392,905	521,882	86,188
Gold and silver, and manufactures of, including jewelry:				
Manufactures of	.....	.....	198,565	179,114
Jewelry	.....	.....	26,188	5,653
Grease and oils:				
Grease	.....	.....	337,289	348,071
All other.....lbs..	201,944	817,481	19,282	65,557
Hair, and manufactures of:				
Unmanufactured—				
Horsehair.....lbs..	339,541	57,689	312,978	55,051
Other animal.....lbs..	956,800	314,959	196,231	144,232
Human, uncleaned.....lbs..	584,247	349,808	170,290	137,144
Manufactures of—				
Human, cleaned, and manufactured	.....	.....	52,176	29,199
All other	.....	.....	23,141	19,337

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Imports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
UNITED KINGDOM—ENGLAND—continued.				
Hats, bonnets, and hoods:				
Materials for			$362,083	$210,003
Composed of straw, etc			157,719	134,473
Hides and skins (except fur skins), raw or uncured:				
Buffalo hides—Dry ..lbs..	671,160	351,533	193,119	119,668
Calfskins—				
Dry ..lbs..	2,815,076	215,855	881,338	74,077
Green or pickled ..lbs..	1,623,835	18,999	396,114	5,869
Cattle hides—				
Dry, 12 pounds and over ..lbs..	3,391,503	170,433	938,866	51,227
Green or pickled, 25 pounds and over ..lbs..	38,247	35,397	7,861	9,225
Goatskins—				
Dry ..lbs..	2,044,630	351,353	865,695	229,293
Green or pickled ..lbs..	90,320		21,326	
Horse, colt, and ass skins—				
Dry ..lbs..	345,223		70,536	
Green or pickled ..lbs..	3,260,852	3,390,379	398,403	469,103
Kangaroo skins ..lbs..	85,925		59,517	
Sheepskins—				
Dry ..lbs..	2,482,872	1,139,508	779,183	459,488
Green or pickled ..lbs..	15,139,901	2,403,594	4,670,696	860,769
All other ..lbs..	449,642	177,684	117,380	59,200
Hide cuttings, raw, and other glue stock ..lbs..	4,293,817	1,044,667	428,707	142,303
Household and personal effects, including wearing apparel in use, tools of trade, etc			406,057	262,159
India rubber, gutta-percha, and substitutes for:				
Gutta-jelutong ..lbs..	76,606	2,675	6,551	113
Gutta-percha, crude ..lbs..	140,371	22,791	91,460	6,239
India rubber, crude ..lbs..	78,742,217	21,926,945	51,851,269	12,793,606
Scrap or refuse, for remanufacture ..lbs..	12,290,815	7,902,964	938,932	595,611
Manufactures of—				
Gutta-percha			123,646	7,176
India rubber			373,804	284,128
Substitutes for, elasticon, etc			22,664	1,360
Iridium, osmium, osmiridium, etc ..ozs. troy..	4,204	2,559	334,937	236,901
Iron ore, and chromate of ..tons..	3,123	1,643	11,393	123,501
Iron and steel, and manufactures of:				
Pig iron—				
Ferromanganese ..tons..	72,428	32,937	8,539,910	4,944,294
Ferrosilicon ..tons..	49		5,251	
All other ..tons..	168	7,387	20,439	807,631
Scrap and old, for remanufacture ..tons..	5,502	8	143,987	85
Antifriction balls and bearings			2,030	2,947
Bar iron ..tons..	135	761	14,832	59,771
Building forms, and other structural shapes ..lbs..	395,984	148,055	71,926	42,987
Cutlery—				
Pen or pocket knives ..doz..	17,740	8,845	55,811	38,743
Scissors and shears ..doz..	6,263	2,305	31,181	9,639
All other			114,990	103,379
Ingots, blooms, etc., of steel—				
Made by the Bessemer, open-hearth, or similar process, not containing alloy ..lbs..	42,069		2,231	
Ingots, etc., and castings of steel ..lbs..	8,287,072	5,542,547	1,194,194	1,076,289
Machinery, machines, and parts of—				
Machine tools			12,541	15,058
Textile machinery			969,581	708,085
All other			457,261	218,158
Needles, hand-sewing, darning, etc			421,608	519,929
Sheets and plates ..lbs..	3,301,641	2,577,536	412,863	429,674
Tinplates, terneplates, and taggers tin ..lbs..	1,209,993	6,220	128,060	1,164
Tinplate scrap ..lbs..	4,223,145	3,256,605	25,310	26,656
Wire rods ..lbs..	59,416	87,732	4,528	13,149
Wire, and articles made therefrom			248,974	104,754
All other manufactures of			913,581	941,628
Ivory, and manufactures of:				
Animal (tusks, etc.) ..lbs..	350,034	165,008	769,250	381,480
All other			10,737	10,410
Lead ore ..lead cont. lbs..	273,720	8,528,583	14,493	555,442
Leather and tanned skins, and manufactures of:				
Belting and sole			74,329	5,951
Glove			57,125	378
Goatskins, tanned (skins for morocco)			4,502,811	34,504
Skins, chamois			110,680	31,373

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Imports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
UNITED KINGDOM—ENGLAND—continued.				
Leather and tanned skins, and manufactures of—Con.				
Upper leather, dressed—				
Calf and kip			85,436	5,518
Goat and kid			83,982	5,753
Sheep and lamb			$419,496	$106,646
All other upper			87,138	13,632
All other leather, etc			1,754,301	398,278
Manufactures of—				
Boots and shoes....pairs..	136,068	60,791	100,927	77,683
Gloves....doz. prs..	78,839	32,009	733,009	350,221
All other			361,463	183,405
Manganese, oxide and ore of....tons..	500	2,234	88,317	382,515
Manuscripts			94,836	42,736
Meat and dairy products:				
Sausage casings			427,245	83,602
All other meat products			181,536	61,001
Butter and cheese, and substitutes for....lbs..	31,855	5,541	16,252	2,720
Milk, fresh and condensed			46,411	3,690
Metals, metal compositions, and manufactures of:				
Ferro alloys, except ferrosilicon....tons..	11	2	37,455	340
All other			553,191	367,727
Mica, and manufactures of:				
Unmanufactured....lbs..	380,032	358,679	280,616	360,006
Cut, split, etc., and all manufactures of			351,549	556,162
Monazite sand and thorite....lbs..	1,134,433	1,341,571	114,832	124,865
Musical instruments, and parts of			12,824	18,555
Oilcloth and linoleum for floors:				
Linoleum....sq. yds..	350,709	38,111	177,976	27,710
Oilcloth....sq. yds..	7,466	4,952	2,170	1,885
Oils:				
Animal—				
Cod and cod-liver oil....galls..	5,819	5,915	18,140	22,758
All other fish, and other animal oils....galls..	90,232	23,614	44,794	22,639
Mineral....galls..	11,884	13,142	11,673	3,777
Vegetable—				
Expressed—				
Coconut....lbs..	1,172,149		100,313	
Olive, fit only for manufacturing purposes, etc....galls..		906		756
Palm....lbs..	22,299,994	2,533,162	1,914,914	334,199
Palm kernel....lbs..	1,175,282		107,980	
Peanut....galls..	1,546		1,898	
Rape seed....galls..	90,799	17,770	75,415	22,712
All other			102,244	23,127
Distilled and essential			203,338	209,128
Paints, pigments, colors, and varnishes			638,909	397,975
Paper stock, crude (except wood pulp):				
Rags (other than woolen)....lbs..	6,088,098	8,411,140	142,436	157,016
All other (including grasses, fibers, waste, etc.)			1,777,219	1,441,013
Paper, and manufactures of:				
Books, music, maps, engravings, etchings, photographs, and other printed matter			3,966,574	2,273,998
Lithographic labels and prints (except post cards)			155,142	92,550
Paper hangings			150,684	76,094
Photographic			59,326	23,709
Printing paper for books and newspapers....lbs..	142,570	130,675	45,827	31,871
Souvenir post cards			27,080	24,187
Surface-coated paper....lbs..	213,038	52,482	37,127	17,115
All other paper, and manufactures of			680,544	667,186
Paraffin (not including oil)....lbs..	3,587,624	11	200,447	1
Penholders and pens, including fountain and stylographic pens			167,176	175,816
Perfumery, cosmetics, and toilet preparations			199,589	73,426
Phonographs, gramophones, graphophones, and similar instruments, and parts of			42,900	7,994
Photographic goods:				
Cameras, and parts of			13,111	676
Dry plates			45,632	19,920
Motion-picture films—				
Negatives....lin. ft..	231,577	156,071	145,658	68,251
Positives....lin. ft..	770,726	1,741,253	32,664	61,309
All other films and plates			26,705	59,077
Pipes and smokers' articles:				
Cigarette books, covers, and paper			62,276	2,782
Pipes, and all other smokers' articles			71,674	72,722

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Imports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
UNITED KINGDOM—ENGLAND—continued.				
Plants, trees, shrubs, and vines:				
Bulbs, bulbous roots, or corms, etc.....M..	2,312	4,158	$35,061	$48,398
All other.....	.....	.....	138,561	123,530
Plates, electrotype, stereotype, etc.....	.....	.....	21,653	5,272
Platinum:				
Unmanufactured.....oz. troy..	1,561	1,073	101,864	80,834
Manufactures of—				
Ingots, bars, plates, etc.....oz. troy..	3,195	357	182,859	29,614
Plumbago or graphite.....tons..	3	6	749	1,763
Precious and semiprecious stones:				
Bort.....	.....	.....	46,007	261,446
Diamonds—				
Glaziers' and engravers', unset, and miners'.....	.....	.....	136,198	311,376
Uncut.....	.....	.....	10,782,705	11,973,387
Cut, but not set.....	.....	.....	2,152,912	1,867,073
Pearls and parts of, not strung or set.....	.....	.....	2,817,313	730,927
Other precious stones, uncut.....	.....	.....	4,385	47,306
Other precious and semiprecious stones, cut but not set.....	.....	.....	379,236	207,024
Imitation precious stones.....	.....	.....	34,382	33,193
Salt.....100 lbs..	485,941	365,397	196,798	217,753
Seeds:				
Castor beans or seeds.....bush..	91,007	22	242,061	70
Grass—				
Clover, red.....lbs..	868	.....	130	.....
Clover, all other.....lbs..	784,416	417,956	97,637	57,156
All other.....lbs..	657,022	157,675	93,799	28,854
Sugar beet.....lbs..	45,945	49,408	5,586	15,394
All other.....	.....	.....	1,136,126	1,034,339
Shells, and manufactures of:				
Mother-of-pearl—				
Unmanufactured.....	.....	.....	434,510	82,117
Manufactures of.....	.....	.....	6,930	925
All other unmanufactured shells, etc.....	.....	.....	44,227	12,995
Silk, and manufactures of:				
Unmanufactured—				
Raw, in skeins.....lbs..	.....	2,251	.....	13,994
Waste.....lbs..	132,370	119,087	35,238	46,244
Manufactures of—				
Bandings, beltings, bindings, etc., not over 12 inches in width.....	.....	.....	82,001	23,759
Fabrics woven in the piece.....	.....	.....	360,261	246,041
Laces, embroideries, etc., and articles made thereof (except wearing apparel).....	.....	.....	1,030,543	338,362
Plushes, velvets, and other pile fabrics.....lbs..	34,827	5,277	148,306	34,664
Spun silk, or schappe silk yarn.....lbs..	645,488	329,414	1,573,487	1,058,895
Wearing apparel.....	.....	.....	311,919	172,000
All other.....	.....	.....	192,507	124,586
Silk, artificial, manufactures of:				
Yarns, threads, etc.....lbs..	248,175	135,841	567,290	336,069
All other.....	.....	.....	66,342	21,954
Soap.....	.....	.....	125,384	74,335
Spices:				
Ginger root, not preserved.....lbs..	152,589	417,024	9,932	38,624
Pepper, black or white, unground.....lbs..	655,864	442,230	134,526	114,708
All other.....lbs..	3,591,905	3,237,183	828,685	829,403
Spirits, wines, malt liquors, and other beverages, including mineral waters:				
Malt liquors—				
In bottles or jugs.....galls..	383,190	235,365	461,776	339,060
In other coverings.....galls..	337,230	336,889	210,123	216,563
Spirits, distilled—				
Brandy.....pf. galls..	3,295	250	15,941	1,147
Cordials, liqueurs, etc.....pf. galls..	9,664	1,295	23,857	5,150
Gin.....pf. galls..	157,584	45,865	307,568	129,730
Whisky.....pf. galls..	43,281	5,571	130,961	19,831
All other.....pf. galls..	20,110	7,650	29,374	12,840
Wines—				
Champagne and other sparkling.....doz. qts..	13,961	5,992	329,848	158,932
Still wines—				
In casks.....galls..	24,552	8,262	30,196	9,345
In other coverings.....doz. qts..	22,026	7,692	198,951	72,637
All other.....	.....	.....	93,794	35,595
Sponges.....	.....	.....	87,093	37,628
Starch.....lbs..	827,364	.....	59,567	.....

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Imports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
UNITED KINGDOM—ENGLAND—continued.				
Stone, and manufactures of			$54,416	$50,772
Sugar, candy, and confectionery lbs.	270,895	1,185	37,373	1,019
Tanning materials, crude			14,917	37,310
Tea lbs.	13,853,413	487,063	3,307,932	248,678
Tea waste, siftings, or sweepings, etc lbs.	942,589	670,506	34,215	28,430
Tin: Bars, blocks, pigs, or grain, etc lbs.	41,946,607	29,593,157	17,570,921	17,681,442
Tobacco, and manufactures of:				
Leaf—				
Suitable for cigar wrappers lbs.	11,191	4	18,152	2
All other lbs.	137,145	44,992	98,427	58,851
Manufactures of—				
Cigars, cheroots, and cigarettes, n. e. s. lbs.	3,328	3,892	18,691	17,239
All other			36,027	26,546
Toys, including dolls, etc			74,710	28,398
Vegetables:				
Beans and lentils bush.	28,968	56	78,275	568
Onions bush.	12,874	3,600	15,443	7,721
Prepared or preserved—				
Pickles and sauces			207,301	50,155
All other			10,760	402
All other in natural state			773	644
Vinegar pf. galls.	134,099	20,940	67,645	17,679
Wastes, n. e. s.			218,002	220,351
Wax:				
Beeswax lbs.	2,384	15	897	6
Mineral lbs.	418,839	50,764	51,016	9,124
Vegetable lbs.	95,123	24,550	25,564	8,834
Wood, and manufactures of:				
Cabinet woods—				
Mahogany M ft.	1,360	78	244,969	7,845
All other			26,650	369
Rattans and reeds			24,779	1,980
All other unmanufactured			12,620	7,689
Manufactures of—				
Lumber			6,842	580
Furniture			350,563	181,502
Wood pulp tons.	1,773		30,263	
All other			290,412	215,276
Wool, hair of the camel, goat, alpaca, and other like animals, and manufactures of:				
Unmanufactured—				
Wool of the sheep, hair of the camel and other like animals—				
Class 1.—Clothing lbs.	1,531,856	161,498	893,589	118,765
Class 2.—Combing lbs.	364,280	173,265	134,917	77,962
Class 3.—Carpet lbs.	558,307	38,447	142,951	10,312
Manufactures of—				
Carpets and carpeting of wool—				
Carpets and rugs, woven whole sq. yds.	49,954	10,793	308,908	91,344
All other sq. yds.	168,154	70,766	388,238	246,431
Cloths lbs.	4,244,340	1,919,298	5,407,020	3,302,132
Dress goods, women's, etc. { lbs / sq. yds.	712,806 / 2,978,712	517,874 / 2,170,513	1,004,446	899,256
Hair of the Angora goat, alpaca, etc., manufactures of			1,808,607	819,238
Press cloths of camel's hair, etc			787	
Tops lbs.	1,039	3,500	696	1,253
Wastes, wool			1,454,504	863,351
Wearing apparel			1,163,128	972,724
Yarn lbs.	35,965	50,152	50,595	85,865
All other			378,592	358,243
Zinc, and manufactures of			200	73
All other articles			1,011,497	646,456
Total			256,729,573	150,403,714
UNITED KINGDOM—SCOTLAND.				
Abrasives: Corundum grains, manufactured lbs.	2,044,560	3,125,728	110,924	184,696
Agricultural implements			6,521	1,421
Animals			11,442	35,541
Articles specially imported:				
For the construction and equipment of vessels			50,608	133,713
All other			2,200	1,966

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Imports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
UNITED KINGDOM—SCOTLAND—continued.				
Articles, the growth, produce, and manufacture of the United States, returned			$119,452	$6,495
Art works			23,140	4,408
Bone and horn, manufactures of			6,999	2,154
Breadstuffs			6,663	3
Chemicals, drugs, dyes, and medicines:				
Acids—				
Carbolic lbs.	424,577	115,528	29,335	7,491
All other			120,162	167,792
Ammonia, muriate of, or sal ammoniac lbs.	22,615	133,450	1,671	9,341
Coal-tar distillates, etc.—				
Dead or creosote oil galls.	206,012	1,125	30,270	862
All other			14,613	6,597
Magnesite lbs.	1,513,864	1,861,894	82,924	105,246
Soda, cyanide of lbs.	425,760	22,400	166,079	7,840
All other			60,688	23,791
Coal and coke: Coal—Bituminous tons.	854	6,246	6,834	35,460
Cotton, manufactures of:				
Cotton thread (except spool), yarns, warp, etc. lbs.	249,065	75,943	177,702	73,947
Cloths—				
Unbleached sq. yds.	157,024	98,347	24,099	21,437
Bleached sq. yds.	1,134,806	349,196	191,536	75,742
Dyed in the piece sq. yds.	1,042,795	471,982	218,318	152,217
Printed sq. yds.	321,746	115,385	67,862	37,598
Other colored sq. yds.	1,174,554	1,579,195	259,683	444,699
Lace window curtains			10,232	158
Wearing apparel			11,917	24,299
All other			3,142,211	2,594,046
Earthen, stone, and china ware:				
Earthenware, not decorated			50,104	70,478
All other			14,835	13,965
Fertilizers:				
Ammonia, sulphate of tons.	802		68,897	
Potash, muriate of tons.	215		80,303	
All other			22,847	39,806
Fibers, vegetable, etc., and manufactures of:				
Unmanufactured—				
Flax tons.	2,827	473	1,569,427	578,245
Hemp tons.	55		25,240	
Jute and jute butts tons.	229		27,955	
Manufactures of—				
Bags of jute lbs.	315,647	341,257	46,543	64,964
Fabrics, plain woven—				
Bagging, gunny cloth, etc., for covering cotton, sq. yds.	2,777,333	851,036	300,744	116,811
Burlaps, and plain woven, of single jute yarn—				
Unbleached lbs.	55,699,459	28,667,462	9,141,149	5,644,330
Bleached lbs.	1,373,407	736,623	163,864	100,118
Other of flax, etc. sq. yds.	7,803,137	5,180,692	1,747,483	1,558,628
Handkerchiefs			24,323	14,853
Laces, embroideries, etc			15,303	8,135
Yarns lbs.	2,361,778	864,589	895,862	391,182
All other			1,936,675	1,825,035
Fish:				
Cured or preserved—				
Cod, haddock, hake, and pollock lbs.	619,490		35,354	
Herring lbs.	11,402,801	5,615,595	662,314	381,676
Mackerel lbs.	111,050	344,188	6,507	36,671
All other			1,586	550
All other fish			51,624	1
Fishhooks, rods, etc			8,237	4,410
Fruits—Preserved			23,940	1
Furs, and manufactures of:				
Undressed			227,699	129,221
All other			356	48
Gelatin, unmanufactured lbs.	106,708	76,430	33,627	26,910
Glass and glassware:				
Bottles, vials, etc., empty or filled			207,217	74,494
All other			50,193	43,279
Glue and glue size lbs.	181,428	39,200	32,186	8,951
Hides and skins (except fur skins), raw or uncured:				
Calfskins, green or pickled lbs.	40,279		78,722	
Horse, colt, and ass, green or pickled lbs.	832,202	36,010	94,819	4,724
All other lbs.	51,654		12,124	
Household and personal effects, etc			12,743	3,456

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Imports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
UNITED KINGDOM—SCOTLAND—continued.				
India rubber, etc., and manufactures of, and substitutes for:				
Manufactures of—				
Gutta-percha			$47,953	$5,388
India rubber			23,724	20,480
All other			11,761	
Iron and steel, manufactures of:				
Pig iron—Ferromanganese.....tons..		250		38,932
Machinery—				
Sewing machines			39,089	53,405
All other			28,367	34,017
All other manufactures			83,396	195,716
Leather and tanned skins, and manufactures of:				
Leather and tanned skins			60,077	31,160
Manufactures of			8,132	3,260
Meat products:				
Sausage casings			4,399	
All other			458	9
Metals			46,521	45,145
Oilcloth and linoleum for floors: Linoleum..sq. yds..	96,053	423	81,274	345
Oils: Vegetable			9,439	5,487
Paints, pigments, colors, and varnishes			15,525	36,910
Paper stock, crude (except wood pulp):				
Rags, other than woolen.....lbs..	4,895,785	3,546,461	85,413	66,856
Other paper stock			373,314	257,558
Paper, and manufactures of:				
Books, engravings, and other printed matter			145,408	93,538
Lithographic labels and prints (except post cards)			50,559	28,823
Paper hangings			46,797	10,658
Wrapping paper.....lbs..	53,689		4,796	
All other			40,363	23,051
Pipes and other smokers' articles			10,155	5,055
Plants, trees, and shrubs			15,805	9,520
Plates: Electrotype, sterotype, and lithographic, engraved			6,100	9,840
Precious and semiprecious stones			117	
Seeds:				
Grass—				
Clover.....lbs..	69,528	52,900	4,173	4,126
Other grass.....lbs..	697,460	481,992	43,851	38,454
All other			9,251	2,308
Silk, manufactures of			22,945	16,092
Spirits, wines, malt liquors, etc.:				
Malt liquors—				
In bottles or jugs.....galls..	13,198	3,597	12,022	3,409
In other coverings.....galls..	28,953	6,178	12,789	4,150
Spirits, distilled—				
Whisky.....pf. galls..	986,283	338,857	2,877,486	1,144,744
All other.....pf. galls..	7,677	1,050	16,824	3,594
Wines—Champagne and other sparkling..doz. qts..	7,170	688	30,190	19,080
All other beverages			10,399	2,054
Stones, and manufactures of			38,980	13,355
Waste, n. e. s			27,470	
Wood, and manufactures of			13,427	4,850
Wool, hair of the camel, goat, etc., and manufactures of:				
Unmanufactured—				
Class 1—Clothing.....lbs..	23,326		8,987	
Class 3—Carpet.....lbs..	2,237,205	99,920	842,253	39,000
Manufactures of—				
Carpets and carpeting—				
Carpets and rugs (woven whole).....sq. yds..	34,301	8,920	158,668	53,145
All other.....sq. yds..	95,241	73,856	315,724	325,501
Cloths.....sq. yds..	761,711	456,850	722,751	511,613
Dress goods.....sq. yds..	69,402	5,662	68,660	6,618
Hair of the Angora goat, alpaca, and other like animals, manufactures of			58,546	39,399
Wearing apparel			114,151	63,844
All other manufactures of			214,273	157,586
All other articles			201,053	64,329
Total			29,683,632	18,792,315

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Imports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
UNITED KINGDOM—IRELAND.				
Animals:				
Horses.....No..	32	.....	$22,176	.....
All other.....	.....	.....	580	.....
Articles specially imported:				
For the construction and equipment of vessels.....	.....	.....	.....	$9,325
Statuary, regalia, gems, etc.....	.....	.....	.....	12,119
Works of art for exhibition, etc.....	.....	.....	9,212	13,290
All other.....	.....	.....	58	1,197
Articles, the growth, etc., of the United States, returned.....	.....	.....	83,577	98,487
Art works.....	.....	.....	6,418	391
Breadstuffs.....	.....	.....	11,812	.....
Chemicals, drugs, dyes, etc.:				
Acids.....	.....	.....	2,779	.....
All other.....	.....	.....	13,958	3,728
Cotton:				
Manufactures of—				
Cotton thread (except spool), etc.....lbs..	20,715	63,358	28,244	75,233
Cloths—				
Unbleached.....sq. yds..	173,770	123,790	25,080	19,504
Bleached.....sq. yds..	2,540,956	1,509,934	339,358	268,970
Dyed in the piece.....sq. yds..	447,871	294,702	74,494	92,656
Printed.....sq. yds..	271,454	110,377	41,670	23,270
Dyed, etc., all other.....sq. yds..	405,147	353,211	54,523	73,324
Handkerchiefs or mufflers.....	.....	.....	402,842	662,618
Embroideries, edgings, etc.....	.....	.....	4,591	6,034
Laces and lace articles, etc.....	.....	.....	24,010	17,161
Nets and nettings.....	.....	.....	34,130	7,052
All other laces.....	.....	.....	17,529	43,000
Plushes, velvets, etc.....sq. yds..	7,884	.....	3,698	.....
All other manufactures of.....	.....	.....	913,570	1,189,532
Earthen, stone, and china ware.....	.....	.....	180	3,256
Feathers.....	.....	.....	43,011	406
Fibers, vegetable, and textile grasses, and manufactures of, n. e. s.:				
Unmanufactured—Flax.....tons..	733	411	888,878	546,966
Manufactures of—				
Bagging.....sq. yds..	.....	47,089	.....	9,298
Bags of jute.....lbs..	.....	73,000	.....	6,561
Burlaps, not bleached.....lbs..	101,302	151,684	20,019	53,199
Fabrics, etc., of flax, hemp, or ramie, etc..sq. yds..	28,131,941	18,728,972	7,455,108	7,232,403
Handkerchiefs.....	.....	.....	2,163,139	2,364,383
Laces, embroideries, etc.....	.....	.....	97,149	122,545
Wearing apparel.....	.....	.....	10,467	1,309
Yarns.....lbs..	913,070	784,216	519,634	694,229
All other.....	.....	.....	5,504,719	5,782,571
Fish, cured or preserved:				
Herring.....lbs..	2,683,613	47,400	155,533	5,141
Mackerel.....lbs..	569,040	1,537,950	43,934	174,225
All other.....	.....	.....	1,825	7,524
Fruits and nuts.....	.....	.....	.....	5,594
Furs, and manufactures of:				
Furs and fur skins, undressed.....	.....	.....	44,263	83,972
All other.....	.....	.....	1,008	.....
Glass and glassware:				
Bottles, empty or filled.....	.....	.....	10,692	1,817
All other.....	.....	.....	885	761
Hides and skins:				
Calf—Green or pickled.....lbs..	481,047	.....	104,581	.....
Cattle—				
Dry, 12 pounds or over.....lbs..	19,415	.....	4,824	.....
Green, 25 pounds or over.....lbs..	78,315	.....	13,895	.....
Goat—Dry.....lbs..	46,650	1,214	16,428	1,272
Horse and ass—Green or pickled.....lbs..	36,290	96,000	4,932	10,625
Iron and steel, manufactures of:				
Machinery, machines, etc.....	.....	.....	12,030	74,860
All other manufactures of.....	.....	.....	8,494	7,509
Leather, and manufactures of.....	.....	.....	10,699	7,725
Manuscripts.....	.....	.....	438	4,867
Meat and dairy products: Meat products—				
Bacon and hams.....lbs..	8,370	.....	2,971	.....
All other.....	.....	.....	.....	1,373
Paper stock, crude (except wood pulp):				
Rags, other than woolen.....lbs..	237,126	180,211	24,553	20,880
All other.....	.....	.....	11,535	39,105

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Imports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
UNITED KINGDOM—IRELAND—continued.				
Paper, and manufactures of:				
Books, maps, etc.			$11,108	$11,659
Lithographic labels, etc.			14,489	15,755
All other			3,530	2,728
Plants, trees, shrubs, and vines			18,624	11,706
Seeds:				
Grass—				
Clover, red lbs.	44,800		8,040	
Clover, all other lbs.	263,728	76,614	15,231	6,330
All other lbs.	1,384,000	1,524,278	79,499	108,708
All other			2,510	8,311
Silk, manufactures of:				
Fabrics, woven in the piece			10,560	3,573
Laces, embroideries, etc.			10,832	1,879
Wearing apparel			14,236	7,470
All other			6,855	2,687
Spices: All other lbs.	27,280	9,741	5,066	2,212
Spirits, wines, malt liquors, and other beverages:				
Malt liquors—				
In bottles and jugs galls.	213,864	52,242	226,559	67,576
In other coverings galls.	988,914	120,609	397,533	71,618
Spirits, distilled—				
Gin pf. galls.	14,765		39,547	
Whisky pf. galls.	101,806	66,962	288,352	225,086
All other			423,347	97,772
Wool, hair of the camel, goat, etc.: Manufactures of—				
Carpets and rugs, woven whole sq. yds.	83	212	330	628
Carpets and carpeting, all other sq. yds.	17,747	8,678	41,284	19,985
Wool cloths lbs.	256,581	181,047	256,835	210,850
Wool dress goods—Women's, etc lbs.	3,934	4,126	5,272	6,446
Wearing apparel			16,162	10,838
All other			15,760	4,667
All other articles			54,954	106,674
Total			21,256,648	20,886,427
NORTH AMERICA.				
BERMUDA.				
Articles, the growth, produce, and manufacture of the United States, returned			84,928	149,959
Art works			1,361	
Brass, fit only for remanufacture lbs.		23,626		3,721
Cotton, manufactures of			44	5,693
Fibers, vegetable, and textile grasses, and manufactures of, n. e. s.				2,672
Fruits and nuts:				
Coconuts in the shell			3,095	
All other nuts			553	153
Hides and skins (except fur skins), raw or uncured:				
Cattle hides, green or pickled lbs.	44,025	81,750	8,465	16,575
All other lbs.	427	845	94	205
Household and personal effects, etc.			13,147	1,598
Iron and steel, scrap, fit only for remanufacture tons		160		1,644
Photographic goods			84	
Plants, trees, shrubs, and vines:				
Bulbs, bulbous roots, etc. M	397	253	7,855	7,790
All other			1,826	1,043
Vegetables:				
Onions bush	89,975	83,179	172,606	82,745
Potatoes (except sweet potatoes) bush	186,775	195,195	511,243	369,251
All other			129,904	54,712
All other articles			12,642	6,789
Total			947,969	704,540
BRITISH HONDURAS.				
Articles, the growth, produce, and manufacture of the United States, returned			50,679	48,485
Brass, fit only for remanufacture lbs.	2,930	9,215	249	733
Chemicals, drugs, dyes, and medicines:				
Gums—Chicle lbs.	1,259,506	1,860,808	412,592	815,636
All other chemicals, etc.			448	

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Imports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
BRITISH HONDURAS—continued.				
Cocoa or cacao, crude.....lbs..	.....	12,262	.....	$1,322
Copper, old and clippings, for remanufacture.....lbs..	7,237	8,873	$1,030	1,508
Dyewoods: Logwood.....tons..	1,477	.....	49,865	.....
Fruits and nuts:				
Fruits—				
Bananas.....bunches..	884,682	766,704	220,846	191,198
All other.....	.....	.....	6,839	1,869
Nuts—				
Cocoanuts, in the shell.....	.....	.....	150,036	164,611
Cocoanut meat, broken, etc.....lbs..	91,027	249,478	5,097	18,275
All other.....	.....	.....	274	2,965
Hair, human, uncleaned.....lbs..	.....	5,400	.....	2,171
Hides and skins (except fur skins), raw or uncured:				
Cattle hides—				
Dry.....lbs..	14,009	183	2,743	41
Green or pickled.....lbs..	332,565	16,800	73,402	3,163
All other.....lbs..	29,115	486	7,636	107
Household and personal effects, etc.....	.....	.....	3,900	4,156
Sponges.....	.....	.....	1,533	389
Tanning materials, crude:				
Mangrove bark.....tons..	50	46	1,658	1,339
All other.....	.....	.....	5	.....
Wood, and manufactures of:				
Unmanufactured—				
Cabinet woods—				
Cedar.....M ft..	455	1,062	30,882	68,606
Mahogany.....M ft..	4,852	14,189	357,987	1,025,800
All other.....	.....	.....	6,816	5,204
Manufactures of.....	.....	.....	380	148
All other articles.....	.....	.....	1,132	3,676
Total.....	.....	.....	1,386,079	2,361,356
CANADA.				
Abrasives:				
Corundum ore grains, etc.....tons..	128	601	20,966	56,725
Crude, artificial.....	.....	.....	1,244,105	1,815,167
All other.....	.....	.....	21,351	21,276
Agricultural implements, and parts of.....	.....	.....	242,498	335,013
Aluminum:				
Crude, scrap, etc.....lbs..	1,879,859	1,498,255	551,394	479,452
Manufactures of.....	.....	.....	21,430	6,049
Animals:				
Cattle.....No..	189,285	185,089	8,498,113	14,377,487
Horses.....No..	6,348	3,736	822,455	507,898
Sheep.....No..	62,566	136,239	535,595	1,716,394
Swine.....No..	4,658	12,285	107,052	320,318
All other, including fowls.....	.....	.....	296,920	391,021
Antimony ore, matte, regulus, etc.....lbs..	64,507	469,067	4,249	60,957
Articles specially imported:				
Articles temporarily imported for export within six months.....	.....	.....	708,198	686,604
For diplomatic officers.....	.....	.....	1,529	86,447
For the construction and equipment of vessels.....	.....	.....	62,171	2,079,599
For United States.....	.....	.....	6,056	10,150,696
Specimens of natural history, etc.....	.....	.....	1,794	30,665
Articles, the growth, produce, and manufacture of the United States, returned:				
Automobiles.....No..	1,000	237	1,351,586	288,904
All other.....	.....	.....	12,105,469	16,783,245
Art works.....	.....	.....	167,961	415,880
Asbestos, unmanufactured.....tons..	114,050	113,063	3,612,228	5,017,091
Bones, hoofs, and horns, unmanufactured.....	.....	.....	189,016	250,660
Brass, fit only for remanufacture.....lbs..	50,121,771	31,684,822	8,351,317	5,453,228
Breadstuffs:				
Bread and biscuit.....	.....	.....	7,777	28,710
Corn.....bush..	9,126	6,203	12,381	18,415
Farinaceous substances, and preparations of (sago, tapioca, etc.).....	.....	.....	34,746	140,350
Oats.....bush..	758,455	2,533,798	470,877	1,940,473
Rice, cleaned and uncleaned.....lbs..	1,549,193	939,151	57,091	44,462
Rice flour, meal, and broken rice.....lbs..	3,342,155	2,707,064	80,432	152,561
Wheat.....bush..	23,715,293	24,690,105	41,374,943	51,820,536
Wheat flour.....bbls..	174,426	455,175	1,455,029	4,864,032
All other.....	.....	.....	3,245,142	7,358,750

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Imports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
CANADA—continued.				
Bronze manufactures			$21,663	$18,696
Carbon, manufactures of:				
Electrodes, brushes, plates, etc			20,628	60,242
All other			133	43,540
Cars, carriages, and other vehicles, and parts of:				
Automobiles, and parts of—				
Automobiles, No.	31	35	18,114	21,240
Parts of (except tires)			10,451	3,683
Bicycles, motor cycles, and parts of			3,312	1,395
All other			37,615	580,121
Chemicals, drugs, dyes, and medicines:				
Acids—				
Carbolic, lbs.		75,330		7,614
All other			225,175	1,810,348
Arsenic, and sulphide of, lbs.	1,849,200	2,860,143	141,947	320,297
Coal-tar products—				
Dead or creosote oil, galls.	3,089,754	2,469,136	233,853	217,430
Colors or dyes			3,080	45,932
All other			652,021	323,313
Fusel oil or amylic alcohol, lbs.	18,253	894,053	10,337	231,591
Glycerin, crude, lbs.	34,661		2,679	
Gums—				
Chicle, lbs.	4,415,849	2,173,927	2,571,441	1,557,808
All other			12,296	419,834
Lime, chloride of, lbs.	753	4,285	113	184
Lime, citrate of, lbs.		101,833		18,732
Magnesite, calcined, lbs.	4,296,398	21,608,707	67,781	443,538
Potash, salts of, lbs.	20,752	63,462	12,149	15,757
Preparations, medicinal			76,506	187,476
Soda—				
Cyanide of, lbs.	177,363	6,942	118,366	2,756
Nitrate of, tons.		22		5,133
All other			27,474	55,235
All other chemicals, etc			4,561,202	4,961,803
Clay, china or kaolin, tons.	1,658	3,235	10,809	24,258
Clocks and watches, and parts of			23,655	120,846
Coal and coke:				
Coal—				
Anthracite, tons.	1,685	10,973	13,663	43,681
Bituminous, tons.	1,180,238	1,346,921	3,815,456	5,852,915
Coke, tons.	23,053	28,791	124,005	217,309
Cobalt, cobalt ore, and zaffer, lbs.	138,260	161,705	191,966	306,310
Coffee, lbs.	416,670	72,096	43,640	7,338
Copper:				
Ore, copper contents, lbs.	31,180,792	31,861,999	5,323,588	5,906,004
Concentrates, copper contents, lbs.	36,422	57,094	7,350	12,168
Matte and regulus, copper contents, lbs.	656,917		138,288	
Unrefined, black, etc, lbs.	45,926,690	43,367,845	12,069,693	10,233,308
Refined, in bars, plates, etc, lbs.	63,769	2,584,165	20,488	651,585
Old and clippings, fit only for remanufacture, lbs.	13,062,426	5,223,224	3,320,459	1,369,716
Composition metal, copper chief value, lbs.	136,672	26,427	24,270	5,803
All other manufactures of			197,796	61,136
Cotton, manufactures of:				
Cloths—				
Unbleached, sq. yds.	6,353	728,161	671	438,344
Bleached, sq. yds.	720	541,985	162	226,545
Dyed in the piece, sq. yds.	274	1,234,182	115	457,351
Other colored, sq. yds.	171	1,083,258	40	438,081
Wearing apparel			3,058	230,022
Waste or flocks, lbs.	1,243,971	383,789	27,482	15,602
All other			152,839	873,738
Earthen, stone, and china ware:				
Not decorated			100,193	125,355
All other			28,115	49,979
Eggs of poultry, doz.	441,151	778,200	145,023	295,889
Explosives:				
Fulminates, gunpowder, etc			7,422,858	7,858,253
All other			752,162	169,080
Fertilizers:				
Ammonia, sulphate of, tons.	6,457	3,963	496,468	467,999
Bone dust and bone ash, tons.	6,442	4,607	202,840	196,733
Potash, tons.	18		5,333	
All other			2,628,749	3,000,768

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Imports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
CANADA—continued.				
Fibers, vegetable, and textile grasses, and manufactures of:				
Unmanufactured—				
Flax.....tons..	909	762	$251,936	$668,583
Hemp.....tons..	89	154	22,964	52,237
Manila.....tons..	138	155	30,950	59,524
New Zealand flax.....tons..	417	258	76,565	90,944
All other.....tons..	153	151	11,681	4,951
Manufactures of—				
Binding twine.....lbs..	4,054,210	7,210,723	433,792	1,519,203
All other.....	.....	.....	33,586	260,050
Fish:				
Cured or preserved—				
Cod, haddock, hake, and pollock.....lbs..	53,343,909	74,938,706	2,866,781	5,061,141
Herring.....lbs..	24,990,914	31,770,809	863,496	1,685,040
Mackerel.....lbs..	5,900,292	7,909,462	456,552	721,606
All other.....	.....	.....	496,923	945,496
Fresh.....lbs..	110,040,300	111,347,243	6,112,651	8,215,857
Shellfish—				
Lobsters—				
Canned.....lbs..	2,506,448	2,374,880	902,124	901,434
All other.....lbs..	5,071,204	3,729,589	883,447	722,477
Shrimps and other shellfish, and turtles.....	.....	.....	37,642	75,163
Fish sounds.....lbs..	255,108	155,657	51,419	38,565
Fruits and nuts:				
Fruits—				
Currants.....lbs..	238,400	298,128	36,643	50,803
Fruits, preserved.....	.....	.....	17,593	20,660
All other.....	.....	.....	141,273	174,482
Nuts.....	.....	.....	15,592	196,192
Furs, and manufactures of:				
Furs, and fur skins, undressed.....	.....	.....	5,264,237	8,269,943
Furs, dressed, and manufactures of—				
Furs, dressed on the skin.....	.....	.....	34,797	41,009
Manufactures of.....	.....	.....	22,127	69,427
Glass and glassware:				
Bottles, vials, etc.....	.....	.....	16,594	28,407
All other.....	.....	.....	7,428	16,241
Gold and silver sweepings.....	.....	.....	344,408	435,811
Grease and oils.....	.....	.....	143,667	365,723
Hair, unmanufactured:				
Horse.....lbs..	199,937	167,231	81,748	59,120
Other animal.....lbs..	3,707,268	2,985,389	211,870	168,653
Human, uncleaned.....lbs..	39	4	241	15
Hats, bonnets, etc., and materials for.....	.....	.....	20,751	20,967
Hay.....tons..	57,808	408,148	624,230	4,582,631
Hides and skins (except fur skins), raw or uncured:				
Calfskins—				
Dry.....lbs..	20,438	20,150	8,027	12,268
Green or pickled.....lbs..	2,731,878	2,362,394	1,031,154	862,677
Cattle hides—				
Dry.....lbs..	258,311	237,169	90,401	58,586
Green or pickled.....lbs..	22,982,193	29,116,304	5,326,643	6,481,809
Horse, colt, and ass skins—				
Dry.....lbs..	67,185	62,315	8,028	16,467
Green or pickled.....lbs..	955,204	1,658,781	139,551	236,225
Sheepskins—				
Dry.....lbs..	46,595	93,336	12,322	28,942
Green or pickled.....lbs..	2,653,278	1,726,039	616,602	453,427
All other.....lbs..	1,382,437	1,086,583	238,009	164,523
Hide cuttings, raw, etc.....lbs..	4,151,495	4,745,157	105,882	148,961
Household and personal effects, and wearing apparel in use.....	.....	.....	3,461,295	2,827,708
India rubber, etc., and manufactures of:				
Unmanufactured—				
India rubber.....lbs..	2,229,868	4,247,287	1,310,705	2,518,248
Scrap or refuse, fit only for remanufacture....lbs..	4,684,019	1,973,212	319,434	128,252
Manufactures of.....	.....	.....	157,392	174,944
Iron, chromate of.....tons..	14,749	17,935	271,052	394,258
Iron ore.....tons..	113,127	186,476	403,883	871,431
Iron and steel, and manufactures of:				
Pig iron—				
Ferrosilicon.....tons..	8,666	5,408	574,947	356,240
All other.....tons..	29,969	5,066	522,802	229,266

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Imports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
CANADA—continued.				
Iron and steel, and manufactures of—Continued.				
Scrap iron and steel, fit only for remanufacture.....tons..	175,457	45,518	$1,967,939	$963,228
Antifriction balls and bearings			64,941	22,110
Bar iron.....tons..	607	647	37,773	54,513
Building forms, and other structural shapes.....lbs..	1,096,521	11,526,983	44,520	647,840
Cutlery			1,124	25,681
Ingots, blooms, slabs, billets, etc., of steel—				
Made by the Bessemer process.....lbs..	35,719,363	79,721,061	572,976	1,611,622
All other.....lbs..	8,177,594	8,261,257	305,802	427,317
Machinery, machines, and parts of—				
Machine tools			82,547	259,104
Sewing machines, and parts of			39,583	48,630
Textile machinery			20,953	17,369
All other			267,251	1,047,359
Rails for railways.....tons..	14,065	7,520	402,810	278,044
Tinplates, terneplates, and taggers' tin.....lbs..	154,960	65,183	19,203	4,800
Tinplate scrap.....lbs..	12,061,269	14,398,773	76,185	88,678
Wire rods.....lbs..	53,892	12,692,396	3,197	401,206
Wire and articles made from			56,692	92,404
All other manufactures of			2,333,721	1,626,305
Ivory, and manufactures of:				
Animal.....lbs..	159,568	66,649	291,455	130,984
Manufactures of			280	211
Lead, and manufactures of:				
Ore.....lead contents..lbs..	10,232,898	10,610,561	763,672	623,219
Bullion and base bullion.....lead contents..lbs..	7,078,752	2,699,561	498,545	181,286
Pigs, bars, and old.....lbs..	329,758	4,993,982	10,996	320,488
All other manufactures			5,295	5,282
Leather and tanned skins, and manufactures of:				
Leather and tanned skins—				
Belting and sole leather			1,600,279	1,893,985
Harness and saddle leather			1,189,803	3,815,180
Patent japanned, varnished, or enameled			86,726	92,265
Upper—				
Calf and kip			927,440	1,517,190
Goat and kid			20,733	
Sheep and lamb			60,977	33,298
All other			147,018	32,626
All other leather and tanned skins			386,442	674,126
Manufactures of—				
Boots and shoes.....pairs..	62,230	108,079	121,426	321,429
All other			73,863	1,667,817
Lime.....100 lbs..	157,421	141,548	73,142	76,855
Manganese ore.....tons..	440	832	40,060	32,928
Meat and dairy products:				
Meat products—				
Fresh meats—				
Beef and veal.....lbs..	9,435,742	20,768,167	1,054,852	3,104,367
Mutton and lamb.....lbs..	118,330	496,882	25,942	109,073
Pork.....lbs..	1,651,227	1,813,017	280,795	369,211
Bacon and hams.....lbs..	168,056	245,692	39,265	75,236
Meats, prepared or preserved			128,428	208,331
Sausage casings			252,140	448,028
All other			196,972	316,248
Dairy products—				
Butter, and substitutes for.....lbs..	311,267	620,279	88,051	213,688
Cheese, and substitutes for.....lbs..	91,553	72,717	27,865	26,353
Cream.....galls..	743,819	711,502	666,267	675,012
Milk, fresh and condensed			1,135,574	2,952,380
Metals, metal compositions, and manufactures of			1,389,245	616,769
Mica, unmanufactured.....lbs..	438,554	156,805	82,408	45,208
Mica, cut, split, etc., and manufactures of			326,045	338,204
Minerals, crude			669,063	439,055
Monazite sand and thorite.....lbs..	2,340	1,786,050	108	96,110
Moss, seaweed, etc., crude			84,095	66,488
Musical instruments, and parts of			25,015	32,241
Nickel ore and matte (nickel contents).....lbs..	70,738,737	70,710,232	9,219,634	8,608,555
Oil cake.....lbs..	2,068,946	2,805,640	33,140	67,926
Oils:				
Animal, fish, and other—				
Cod and cod liver.....galls..	710,172	842,112	474,983	736,361
All other.....galls..	568,415	194,215	322,287	169,818

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Imports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
CANADA—continued				
Oils—Continued.				
Mineral—				
Crude....galls..	123,630	34,422	$8,812	$4,004
All other....galls..	2,186,291	2,144,155	204,995	245,831
Vegetable—				
Expressed—				
Coconut....lbs..	----------	582,159	----------	65,000
Flaxseed....galls..	35,819	299	31,216	340
Olive, edible....galls..	5,850	13,503	12,113	32,053
Soya bean....lbs..	278,720	----------	17,120	----------
All other	----------	----------	41,159	43,857
Distilled and essential	----------	----------	62,028	110,454
Paints, pigments, colors, and varnishes	----------	----------	73,858	101,543
Paper stock, crude (except wood pulp):				
Rags, other than woolen....lbs..	2,782,645	3,595,563	140,730	120,055
All other	----------	----------	552,722	531,262
Paper, and manufactures of:				
Books, maps, music, engravings, etc	----------	----------	207,203	194,384
Printing paper, valued not above 5 cents per pound....lbs..	981,039,992	1,142,977,997	23,502,671	32,416,444
Wrapping paper....lbs..	3,180,721	5,290,180	238,334	325,294
All other	----------	----------	1,028,503	1,490,713
Paraffin....lbs..	1,511,202	1,162,224	78,153	91,220
Photographic goods, n. e. s.	----------	----------	14,883	205,161
Plaster rock, or gypsum, crude....tons..	241,458	151,051	380,789	251,380
Platinum:				
Unmanufactured....ozs. troy..	25	76	1,912	7,249
Manufactures of—				
Ingots, bars, plates, etc....ozs. troy..	332	253	29,270	23,671
Vases, retorts, etc., for chemical use	----------	----------	----------	1,682
Plumbago, or graphite....tons..	3,509	2,959	357,261	318,042
Precious and semiprecious stones, and imitations of:				
Diamonds—				
Uncut	----------	----------	26,079	94
Cut	----------	----------	28,424	3,665
All other	----------	----------	17,219	18,096
Salt....100 lbs..	208,325	8,392	31,209	7,404
Seeds:				
Grass—				
Clover—				
Red....lbs..	561,005	48,790	96,834	9,766
All other....lbs..	5,023,361	4,649,091	750,992	860,512
All other grass....lbs..	1,060,207	1,043,819	113,542	108,922
Flaxseed or linseed....bush..	7,014,573	5,501,391	17,334,606	16,375,622
Sugar beet....lbs..	6,602	3,818,678	1,107	918,936
All other	----------	----------	42,956	349,342
Spices:				
Unground—Pepper, black or white....lbs..	132,699	67,679	25,215	15,646
All other....lbs..	302,081	194,880	44,698	41,890
Spirits, wines, malt liquors, and other beverages:				
Spirits, distilled—				
Gin....pf. galls..	17,741	21,329	21,771	67,795
Whisky....pf. galls..	541,961	384,677	1,099,628	1,097,780
All other....pf. galls..	2,531	17,388	10,995	74,328
Wines—				
Champagne, and other sparkling....doz. qts..	1,847	679	40,510	11,793
Still wines—				
In casks....galls..	361	403	349	834
In other coverings....doz. qts..	2,911	2,515	23,567	22,628
All other	----------	----------	5,086	8,251
Starch....lbs..	852,803	1,213,340	61,049	109,673
Stone, and manufactures of	----------	----------	62,585	48,335
Straw and grass, manufactures of	----------	----------	171,748	82,348
Sulphur ore....tons..	171,268	205,163	632,041	765,429
Sugar and molasses:				
Molasses....galls..	498,571	651,252	65,528	87,763
Sugar....lbs..	38,467	90,297	2,314	8,621
Maple sugar and maple sirup....lbs..	3,129,647	5,048,554	370,030	908,699
Sugar, candy, and confectionery....lbs..	3,687	38,877	877	6,922
Talc, ground or prepared....lbs..	15,073,759	23,772,600	95,373	198,229
Tar and pitch, of coal....bbls..	18,917	25,529	29,718	47,557
Tea....lbs..	3,160,459	1,914,169	1,084,134	647,712
Tin, in bars, blocks, pigs, etc....lbs..	233,149	619,319	97,536	389,145

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Imports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
CANADA—continued.				
Tobacco, and manufactures of:				
Unmanufactured—				
Leaf—				
Suitable for cigar wrappers.....lbs..	70,091	88,629	$80,583	$190,348
All other.....lbs..	152,809	190,899	87,050	58,238
Manufactures of.....	.....	.....	1,464	2,225
Vegetables:				
Beans and lentils.....bush..	31,485	71,159	148,425	444,596
Onions.....bush..	56,421	10,800	126,773	14,364
Peas, dried.....bush..	127,642	61,419	387,373	253,757
Potatoes (except sweet potatoes).....bush..	2,844,364	977,733	4,153,539	1,077,148
Preserved.....	.....	.....	261,684	181,735
Natural, all other.....	.....	.....	1,332,444	806,977
Waste, n. e. s.....	.....	.....	110,634	150,725
Wax, beeswax.....lbs..	28,287	75,496	13,393	38,903
Wood, and manufactures of:				
Logs, and round timbers.....M ft..	134,343	64,976	1,250,838	805,858
Pulp woods—				
Rough.....cords..	214,180	210,518	1,307,884	1,645,717
Peeled.....cords..	639,816	822,816	4,285,282	7,821,335
Rossed.....cords..	162,818	138,690	1,295,957	1,621,306
All other, unmanufactured.....	.....	.....	191,195	413,192
Lumber—				
Boards, planks, deals, etc.....M ft..	1,155,916	1,253,507	23,810,784	31,951,937
Laths.....M..	766,286	406,841	2,280,656	1,364,322
Shingles.....M..	1,924,139	1,878,465	4,568,340	5,453,951
All other.....	.....	.....	648,704	807,435
Furniture.....	.....	.....	29,615	14,626
Wood pulp—				
Mechanically ground.....tons..	255,007	178,130	6,535,041	5,814,419
Chemical—				
Unbleached—				
Sulphate.....tons..	72,059	95,238	6,485,607	7,730,246
Sulphite.....tons..	106,806	156,027	8,209,380	11,219,450
Bleached—				
Sulphate.....tons..	29	735	3,964	104,266
Sulphite.....tons..	9,232	10,729	938,261	1,121,226
All other manufactures of.....	.....	.....	152,980	281,577
Wool, hair of the camel, goat, alpaca, and other like animals, and manufactures of:				
Unmanufactured—				
Class 1—Clothing.....lbs..	1,001,194	1,577,048	423,197	852,263
Class 2—Combing.....lbs..	7,883,236	8,419,647	3,647,395	5,664,629
Class 3—Carpet.....lbs..	13,260	.....	4,805	.....
Manufactures of—				
Cloths.....sq. yds..	716,165	232,963	1,087,975	553,138
Wearing apparel.....	.....	.....	135,001	7,580,207
Wool wastes.....	.....	.....	116,766	265,201
Wool yarn.....lbs..	655	636,044	509	1,073,294
All other.....	.....	.....	227,321	5,998,531
Zinc, and manufactures of:				
Ore and calamine.....zinc..lbs..	11,080,050	12,601,278	382,117	413,516
Manufactures of.....	.....	.....	14,075	11,934
All other articles.....	.....	.....	888,238	1,563,720
Total.....	.....	.....	320,949,492	434,254,567
CENTRAL AMERICAN STATES—COSTA RICA.				
Animals: Cattle.....No..	.....	2,985	.....	105,733
Articles, the growth, produce, or manufacture of the United States returned.....	.....	.....	14,193	12,485
Art works—All other.....	.....	.....	200	2,327
Brass, fit only for remanufacture.....lbs..	6,168	18,222	795	2,037
Cocoa, or cacao, crude.....lbs..	1,359,411	1,457,732	202,916	228,901
Coffee.....lbs..	12,844,009	21,020,491	1,475,520	2,063,440
Copper—Refined, in bars, plates, etc.....lbs..	.....	885,472	.....	287,498
Copper, old and clippings for remanufacture.....lbs..	48,417	58,062	6,897	10,939
Cotton, unmanufactured.....lbs..	.....	41,549	.....	22,039
Dyewoods.....tons..	44	543	1,293	6,725
Fruits:				
Bananas.....bunches..	4,936,268	4,295,607	2,844,950	4,009,547
Oranges.....	.....	.....	5,712	9,478
All other.....	.....	.....	3,504	8,388

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Imports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
CENTRAL AMERICAN STATES—COSTA RICA—contd.				
Hides and skins (except fur skins), raw or uncured:				
Calfskins—Dry or green....lbs.	.....	16,370	.....	$6,531
Cattle hides—				
Dry....lbs.	659,821	514,483	$171,898	126,008
Green....lbs.	430,929	498,431	65,287	92,390
Sheepskins—Dry or green....lbs.	.....	88,784	.....	51,429
All other....lbs.	88,560	45,476	29,422	22,022
Household and personal effects, etc....	.....	.....	1,014	415
India rubber, crude....lbs.	117,244	50,387	61,424	25,646
Iron and steel, scrap....tons.	1	5	10	64
Leather: Belting and sole....	.....	.....	8,135	2,387
Manganese, oxide and ore of....tons.	4,095	6,017	116,824	184,575
Shells, unmanufactured:				
Mother-of-pearl....	.....	.....	302	164
All other....	.....	.....	4,631	4,669
Sugar—Cane....lbs.	11,200,328	833,138	490,576	44,666
Tobacco, unmanufactured—Leaf....lbs.	69	.....	24	.....
Tungsten ore....tons.	.....	16	.....	19,081
Vegetables: Beans and lentils....bush.	5,616	.....	21,808	.....
Wood, unmanufactured:				
Cabinet—				
Cedar....M ft.	1,138	1,543	47,766	121,754
Mahogany....M ft.	398	597	16,115	37,370
All other....	.....	.....	20,464	72,686
Logs and other round timber....M ft.	56	235	3,702	6,290
Wool, unmanufactured....lbs.	2,182	.....	457	.....
All other articles....	.....	.....	14,306	27,798
Total....	.....	.....	5,620,145	7,615,482
CENTRAL AMERICAN STATES—GUATEMALA.				
Articles temporarily imported for export within 6 months....	.....	.....	2,145	.....
Articles, the growth, produce, and manufacture of the United States, returned....	.....	.....	17,087	42,052
Art works....	.....	.....	1,576	.....
Coffee....lbs.	75,311,036	68,535,872	8,150,485	6,052,551
Dyewoods, all other....tons.	259	1,031	17,203	35,347
Fibers, textile grasses, etc....tons.	69	93	10,203	33,216
Fruits—				
Bananas....bunches.	3,445,787	3,141,700	902,880	780,950
All other....	.....	.....	6,193	5,065
Hides and skins (except fur skins), raw or uncured:				
Cattle—				
Dry....lbs.	761,979	904,444	176,422	245,708
Green....lbs.	6,138	91,092	1,056	19,085
All other....lbs.	1,466,121	890,214	338,341	225,730
Honey....galls.	710	14,702	934	19,784
Household and personal effects, etc....	.....	.....	6,740	9,835
India rubber, crude....lbs.	132,970	70,829	64,032	20,755
Leather: Belting and sole....	.....	.....	38,027	9,485
Leather—All other....	.....	.....	.....	4,997
Lead:				
Bullion and base bullion....lbs.	30,400	.....	1,520	.....
Pigs, bars, and old....lbs.	52,400	13,907	2,837	569
Minerals: Chromate of iron....tons.	.....	487	.....	29,563
Oils, distilled and essential....	.....	.....	5,265	4,247
Photographic goods—Motion-picture films....lin. ft.	6,549	600	21,335	25
Plants, trees, shrubs, etc....	.....	.....	2,053	.....
Seeds....	.....	.....	703	.....
Sugar—Cane....lbs.	5,707,247	2,917,720	206,400	103,720
Wood, and manufactures of:				
Cabinet wood—				
Mahogany....M ft.	333	95	21,593	4,590
All other....	.....	.....	58	6,609
Lumber—Boards of cabinet woods....M ft.	229	220	19,328	20,150
All other manufactures of....	.....	.....	52	3,046
Wool, unmanufactured:				
Class 1—Clothing....lbs.	74,175	200	27,748	60
Class 3—Carpet....lbs.	30,866	291,519	6,425	134,479
Zinc: Ore and calamine....zinc contents..lbs.	74,380	.....	2,617	.....
All other articles....	.....	.....	6,072	11,252
Total....	.....	.....	10,057,330	7,822,960

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Imports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
CENTRAL AMERICAN STATES—HONDURAS.				
Antimony ore.....lbs..	11,905	.....	$2,929	.....
Articles, the growth, produce, and manufacture of the United States, returned.....	.....	.....	68,242	$45,730
Articles temporarily imported for export within 6 months.....	.....	.....	200	175
Chemicals, drugs, dyes, and medicines:				
Gums—Chicle.....lbs..	15,975	155,648	5,327	73,211
All other.....	.....	.....	16,081	56,801
Coffee.....lbs..	600,164	321,556	72,045	38,828
Dyewoods, in a crude state.....tons..	2,092	3,114	56,398	126,042
Fruits and nuts:				
Fruits—				
Bananas.....bunches..	10,923,002	11,146,259	2,912,814	3,477,252
Oranges.....	.....	.....	3,519	7,091
All other.....	.....	.....	7,874	4,752
Nuts—				
Cocoanuts in the shell.....	.....	.....	353,606	484,673
Cocoanut meat, broken, etc.....	.....	.....	10,012	31,319
All other.....	.....	.....	164	444
Hides and skins (except fur skins), raw or uncured:				
Calfskins.....lbs..	11,207	16,679	4,206	5,475
Cattle hides—				
Dry.....lbs..	1,381,940	495,289	378,360	170,676
Green.....lbs..	3,157	411	824	170
Goatskins—Dry.....lbs..	1,252	1,245	358	556
All other.....lbs..	371,805	160,305	116,840	56,990
Hide cuttings.....lbs..	2,016	.....	448	.....
Household and personal effects, etc.....	.....	.....	2,903	5,487
India rubber, crude.....lbs..	79,041	29,246	37,552	13,880
Sugar—Cane.....lbs..	11,194,200	9,930,380	599,295	809,071
Vegetables—Beans and lentils.....bush..	100	1,232	444	5,902
Wood, unmanufactured: Cabinet woods—				
Cedar.....M ft..	346	6	21,462	562
Mahogany.....M ft..	199	124	10,469	11,737
All other.....	.....	.....	463	1,275
All other articles.....	.....	.....	4,318	9,710
Total.....	.....	.....	4,687,155	5,437,809
CENTRAL AMERICAN STATES—NICARAGUA.				
Animals, including fowls.....	.....	.....	1,281	2,494
Articles, the growth, produce, and manufacture of the United States, returned.....	.....	.....	67,252	110,478
Chemicals: Gums—Chicle.....lbs..	1,052	.....	106	.....
All other.....	.....	.....	1,526	2,015
Cocoa, or cacao, crude.....lbs..	140,685	215,004	17,624	26,926
Coffee.....lbs..	9,358,840	23,388,523	958,354	2,129,092
Copper, old and clippings.....lbs..	45,803	55,538	6,317	6,906
Cotton, unmanufactured.....lbs..	.....	53,799	.....	9,529
Dyewoods, all other.....tons..	297	.....	10,267	.....
Fish: Shrimps, and other shellfish and turtles.....	.....	.....	2,400	1,049
Fruits and nuts:				
Fruits—				
Bananas.....bunches..	1,432,900	1,392,300	218,435	341,386
All other.....	.....	.....	332	.....
Nuts—				
Cocoanuts in the shell.....	.....	.....	4,977	3,210
Cocoanut meat, broken, etc.....lbs..	2,450	23,400	222	1,876
All other.....	.....	.....	50	.....
Hides and skins (except fur skins), raw or uncured:				
Cattle hides—				
Dry.....lbs..	2,121,270	1,641,939	604,713	404,369
Green.....lbs..	.....	142,466	.....	43,523
All other.....lbs..	209,578	192,619	65,961	77,924
Household and personal effects.....	.....	.....	918	7,105
India rubber, crude.....lbs..	700,645	300,880	314,975	111,199
Leather: Belting and sole.....	.....	.....	1,818	.....
Minerals, crude.....	.....	.....	.....	15,029
Sugar—Cane.....lbs..	4,356,945	2,378,055	173,479	88,997
Sponges.....	.....	.....	817	23
Vegetables: Beans and lentils.....bush..	57	4,010	170	10,703

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Imports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
CENTRAL AMERICAN STATES—NICARAGUA—contd.				
Wood, and manufactures of:				
Cabinet wood, unmanufactured—				
Cedar.....M ft..	291	1,074	$15,256	$97,530
Mahogany.....M ft..	6,780	12,053	425,722	922,949
All other.....	.....	.....	25,903	70,957
Boards, planks, etc., cabinet wood.....M ft..	1,775	1,194	104,816	95,026
All other.....	.....	.....	413	.....
All other articles.....	.....	.....	1,944	9,742
Total.....	.....	.....	3,026,058	4,590,037
CENTRAL AMERICAN STATES—PANAMA.				
Animals, including fowls.....	.....	.....	146	366
Antimony ore.....lbs..	1,960	.....	243	.....
Articles temporarily imported for export within 6 months.....	.....	.....	750	414
Articles for the use of the United States.....	.....	.....	.....	64,979
Articles, the growth, produce, and manufacture of the United States, returned:				
Automobiles.....No..	7	2	10,220	2,250
All other.....	.....	.....	1,275,051	678,751
Art works.....	.....	.....	300,540	625
Bones, hoofs, and horns, unmanufactured.....	.....	.....	3,887	4,734
Brass, fit only for remanufacture.....lbs..	97,190	138,350	13,419	21,034
Chemicals, drugs, dyes, and medicines:				
Cinchona bark, etc.....lbs..	.....	29,120	.....	10,192
Gum—Chicle.....lbs..	3,344	.....	690	.....
Iodine, crude, or resublimed.....lbs..	.....	14,741	.....	29,637
All other.....	.....	.....	29,303	17,626
Cocoa, or cacao, crude.....lbs..	1,020,808	1,076,550	126,408	123,379
Coffee.....lbs..	851,943	2,331,674	97,184	246,527
Copper, and manufactures of:				
Ore.....copper contents..lbs..	13,219	23,135	3,322	5,785
Concentrates.....copper contents..lbs..	31,331	.....	8,705	.....
Matte and regulus.....copper contents..lbs..	63,594	29,014	18,877	6,818
Unrefined black, etc.....lbs..	325	2,178,985	60	504,371
Old and clippings.....lbs..	214,853	78,210	30,686	13,892
Composition metal, copper chief value.....lbs..	14,277	2,095	2,169	460
All other.....lbs..	293	.....	59	39
Cotton, unmanufactured.....lbs..	16,302	2,683	2,394	884
Dyewoods, all other.....tons..	282	3,133	6,231	75,055
Fruits and nuts:				
Fruits—				
Bananas.....bunches..	4,701,000	5,153,074	2,199,330	2,449,848
All other.....	.....	.....	6,178	.....
Nuts—				
Coconuts in the shell.....	.....	.....	723,573	822,589
Coconut meat, broken, etc.....lbs..	81,418	191,385	4,695	14,344
All other.....	.....	.....	2,235	11,157
Grease and oils.....lbs..	631,529	190,507	58,862	15,534
Hats, bonnets, etc.....	.....	.....	5,015	36,836
Hides and skins (except fur skins), raw or uncured:				
Cattle hides—				
Dry.....lbs..	550,241	841,673	156,161	236,816
Green.....lbs..	1,873,834	1,931,718	343,730	378,376
Goatskins—Dry.....lbs..	35,126	4,154	15,728	1,476
Sheepskins—Dry.....lbs..	18,644	2,326	11,331	898
All other skins.....lbs..	72,819	79,921	29,011	29,329
Household and personal effects.....	.....	.....	132,816	98,856
India rubber, etc., crude:				
Balata.....lbs..	1,125,476	976,357	458,579	397,293
India rubber.....lbs..	263,968	255,252	105,746	104,105
India rubber, scrap.....lbs..	54,812	60,050	3,599	3,403
Iron and steel, and manufactures of:				
Pig iron.....tons..	.....	300	.....	7,500
Scrap iron and steel.....tons..	35,290	4,901	193,787	35,741
Manufactures of.....	.....	.....	647	4,475
Ivory, vegetable (Tagua nuts).....lbs..	10,027,657	8,120,895	272,325	225,152
Lead, and manufactures of:				
Pigs, bars, and old.....lbs..	55,246	52,631	3,066	2,964
All other.....	.....	.....	590	.....
Manganese, oxide and ore of.....tons..	9,885	3,676	248,873	129,000
Meat and dairy products.....	.....	.....	15,077	291,913

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...nports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
...RAL AMERICAN STATES—PANAMA—contd.				
.....	.....	.....	$2,037	$815
...ock, crude (except wood pulp)	.....	.....	1,694	1,560
...nd manufactures of: Books, etc., and other printed matter	.....	.....	3,600	521
...d parts of, not strung	.....	.....	850	38,390
...m:				
...anufactured ozs. troy	12	372	840	35,254
...ufactures of—Ingots, etc. ozs. troy	5	.....	470	.....
...unmanufactured:				
...er-of-pearl	.....	.....	14,481	63,524
...ther	.....	.....	49,461	45,403
...Cane lbs.	342,345	62,642	15,690	3,201
...ore tons	.....	559	.....	399,244
...ten-bearing ore tons	140	23	144,558	26,143
...bles	.....	.....	2,022	8,127
..., and manufactures of:				
...anufactured—				
...binet woods—				
Cedar M ft.	1,588	189	80,639	9,284
Mahogany M ft.	139	40	7,205	3,980
All other	.....	.....	42,079	51,766
...nufactures of	.....	.....	607	760
..., unmanufactured:				
...ss 1—Clothing lbs.	348,034	2,050	100,349	1,017
...ss 2—Combing lbs.	86,007	.....	24,006	.....
...ss 3—Carpet lbs.	585,847	40,259	162,868	14,789
..., pigs, blocks, and old lbs.	38,776	37,246	2,474	1,789
...ther articles	.....	.....	13,033	34,380
Total	.....	.....	7,585,331	7,845,390
CENTRAL AMERICAN STATES—SALVADOR.				
...icles temporarily imported for export within 6 ...onths	.....	.....	2,087	.....
...icles, the growth, produce, and manufacture of ...he United States, returned	.....	.....	27,340	6,302
...ass, fit only for remanufacture lbs.	56,376	.....	5,902	194
...emicals, drugs, dyes, and medicines:				
Indigo, natural and synthetic lbs.	152,464	146,740	216,117	212,898
Soda, cyanide of lbs.	361,055	25,650	147,819	17,920
All other	.....	.....	260,086	175,889
...coa, or cacao, crude lbs.	240	93,150	36	8,412
...ffee lbs.	34,322,672	55,689,252	3,867,634	5,902,216
...opper, and manufactures of lbs.	16,106	27,978	2,256	5,552
...yewoods tons	.....	1,380	.....	13,918
...bers, vegetable, etc., unmanufactured:				
Sisal grass tons	124	507	23,581	168,379
All others tons	.....	65	.....	25,850
...ats, bonnets, etc., of straw	.....	.....	47,903	121,812
Hides and skins (except fur skins), raw or uncured:				
Cattle hides—Dry lbs.	454,368	118,092	138,352	29,381
All other lbs.	14,756	8,389	5,626	3,905
India rubber, crude lbs.	52,685	28,411	26,771	11,339
Lead ore—lead contents lbs.	2,506	43,501	108	3,205
Leather, and tanned skins:				
Belting and sole	.....	.....	2,959	2,393
All other	.....	.....	846	.....
Oil, vegetable—fixed or expressed	.....	.....	.....	3,013
Sugar: Cane lbs.	6,095,652	3,825,027	226,277	155,312
All other articles	.....	.....	9,155	2,542
Total	.....	.....	5,010,855	6,870,432
GREENLAND.				
Total	.....	.....	163,475	218,513

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Imports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
MEXICO.				
Agricultural implements, and parts of			$3,830	$100
Animals:				
Cattle, No.	183,827	105,470	4,201,987	3,070,066
Horses, No.	5,331	795	108,225	17,544
Sheep, No.	97,202	39,879	296,807	170,759
Swine, No.	1,010	400	6,370	3,516
All other, including live poultry			184,323	107,406
Antimony:				
Ore, antimony, lbs.	992,664	1,553,394	64,821	84,433
Matte, regulus, etc, lbs.	1,580,835	5,567,197	197,605	491,523
Articles, the growth, produce, and manufacture of the United States, returned:				
Automobiles, No.	11	14	8,530	9,305
All other			1,055,508	1,001,693
Art works			18,462	10,658
Asphaltum and bitumen, tons	609	12,419	11,219	151,868
Bones, hoofs, and horns, unmanufactured			99,595	88,934
Brass, fit only for remanufacture, lbs.	255,823	228,371	37,925	37,392
Breadstuffs:				
Corn, bush.	8,202	71,560	9,908	93,817
Wheat, bush.	40,591	1,734	55,834	2,205
All other			17,095	9,296
Chemicals, drugs, dyes, and medicines:				
Acids, all other				24,142
Argols, or wine lees, lbs.		300,805		24,484
Arsenic, and sulphide of, lbs.	473,510	6,393,978	10,753	422,372
Coal-tar distillates, preparations, or products—				
Alizarin, and alizarin dyes, lbs.	742		1,926	
Colors or dyes			41,352	
All other			1,187	32
Glycerin, crude, lbs.	305,780	204,192	86,459	81,212
Gums—				
Chicle, lbs.	1,580,220	1,856,491	516,230	920,802
All other			1,375	5,586
Indigo, natural or synthetic, lbs.	2,683	387	14,601	804
Potash (see also Fertilizers)—				
Cyanide of, lbs.	17,077		19,164	
All other, lbs.	176,916	155,223	12,114	16,287
Soda—				
Cyanide of, lbs.	38,983		12,821	
All other			1,199	
Vanilla beans, lbs.	185,055	109,497	651,348	363,044
All other			155,275	175,788
Cocoa, or cacao, crude, lbs.	114,779	1,847	14,163	184
Coffee, lbs.	54,908,223	31,118,513	6,382,845	3,336,131
Copper in ore, etc.:				
Ore, copper, lbs.	4,503,684	4,338,892	999,824	854,002
Concentrates, copper, lbs.	31,195,495	34,665,235	7,930,764	8,461,933
Matte and regulus, copper, lbs.	1,751,076	11,162,953	419,344	2,464,319
Unrefined black, etc, lbs.	57,742,646	52,298,965	15,003,927	11,621,389
Refined in bars, plates, etc, lbs.	84,097	337,502	23,566	110,768
Old and clippings for remanufacture, lbs.	247,654	37,592	55,335	6,568
All other manufactures			677	6
Cotton, and manufactures of:				
Unmanufactured, lbs.	16,428,482	17,862,209	2,623,421	4,431,478
Manufactures of—				
Waste or flocks, lbs.	1,828,711	91,358	82,294	7,478
All other			8,520	7,772
Dyewoods, in a crude state:				
Logwood, tons	22,250	2,580	329,608	72,424
All other, tons	2,112	11,353	37,130	284,866
Earthen, stone, and china ware			16,450	14,693
Fertilizers:				
Guano, tons	1,818	4,040	44,206	172,441
All other			21,968	9,933
Fibers, vegetable, and textile grasses, and manufactures of, n. e. s.:				
Unmanufactured—				
Hemp, tons	209	291	52,219	93,869
Istle, tons	32,680	30,809	2,913,414	2,972,468
Sisal grass, tons	130,861	137,343	23,190,796	47,933,760
All other			559,121	528,623
Manufactures of—				
Burlaps, not bleached, etc, lbs.	353,051	704,542	44,977	169,018
All other			14,604	78,434

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Imports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
MEXICO—continued.				
Fish:				
Cured or preserved			$24,900	$23,265
Fresh fish (except shellfish)...lbs.	3,936,666	4,822,645	85,245	111,860
Lobsters...lbs.	259,504	976,217	22,247	88,470
Shrimps, and other shellfish			99,592	122,096
Fruits and nuts:				
Fruits—				
Bananas...bunches.	217,196	103,001	36,479	25,629
All other			20,104	25,196
Nuts—				
Coconuts in the shell			26,776	12,081
Coconut meat, broken, not shredded...lbs.	312,941	42,938	18,921	2,571
All other			346,811	62,873
Hair, unmanufactured:				
Horse...lbs.	212,544	124,750	45,732	28,561
Other animal...lbs.	24,835	29,935	5,632	6,261
Hats, bonnets, and hoods of straw, etc			234,038	177,186
Hides and skins (except fur skins), raw or uncured:				
Calfskins—				
Dry...lbs.	206,278	11,755	55,146	2,806
Green or pickled...lbs.	155,555	28,471	26,890	7,540
Cattle hides—				
Dry, 12 pounds and over...lbs.	17,593,103	10,696,196	4,565,491	2,694,885
Green, 25 pounds and over...lbs.	18,544,619	13,155,504	3,220,132	1,891,431
Goatskins—				
Dry...lbs.	4,641,709	2,620,709	2,212,139	1,350,993
Green or pickled...lbs.	687	8,997	164	5,920
Horse, colt, and ass skins—				
Dry...lbs.	11,491	2,675	1,300	179
Green or pickled...lbs.	50,747	66	13,178	27
Sheepskins—				
Dry...lbs.	138,689	111,252	24,448	86,176
Green or pickled...lbs.	520	17	18	5
All other...lbs.	1,343,358	925,072	342,538	209,816
Household and personal effects, etc			131,731	69,792
India rubber, etc., unmanufactured:				
Guayule gum...lbs.	2,845,388	4,298,739	760,499	1,337,047
India rubber, crude...lbs.	1,488,636	1,033,087	611,209	451,915
India rubber scrap or refuse, fit only for remanufacture...lbs.	11,413	98,567	597	3,806
Iron and steel, and manufacturers of:				
Scrap iron and steel...tons.	1,093	5,948	14,714	88,231
All other			33,420	331,727
Lead, and manufactures of:				
Ore...lead cont..lbs.	20,710,439	11,841,231	862,339	477,383
Bullion and base bullion...lead cont..lbs.	37,067,707	145,821,369	2,438,494	8,477,501
Pigs, bars, and old...lbs.	8,214,967	13,963,118	503,064	810,449
Leather and tanned skins:				
Belting and sole leather			271,030	163,292
All other			4,673	9,238
Meat and dairy products:				
Meat products			1,501	388
Dairy products			1,367	720
Metals, and manufactures of			186,458	381,963
Minerals, crude			7,552	111,607
Oil cake...lbs.	29,012,431	12,409,680	273,859	186,294
Oils:				
Mineral—				
Crude...galls.	1,019,087,126	1,346,666,866	13,677,102	17,901,639
All other...galls.	29,139,800	46,235,337	1,970,177	2,645,803
Vegetable—Cottonseed...lbs.	1,959,709	2,663,882	161,212	316,721
Distilled and essential			73,807	34,740
All other			1,183	15,556
Paper stock			18,996	7,957
Plumbago...tons.	6,759	3,507	293,568	106,779
Precious and semiprecious stones and imitations of:				
Pearls, and parts of, not strung or set			9,504	17,780
All other			1,188	951
Seeds			978,516	1,180,249
Shells, unmanufactured:				
Mother-of-pearl			1,492	8,425
All other			2,938	1,808
Spices...lbs.	704,876	188,606	78,755	46,744
Spirits, wines, malt liquors, and other beverages:				
Malt liquors...galls.	3,422		2,832	
Spirits, distilled...pf. galls.	33,213	139	28,094	243
Still wines			3,523	
All other...doz. qts.		7	11	

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Imports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
MEXICO—continued.				
Stone, marble, and manufactures of			$3,441	$1,232
Sugar—Cane ..... lbs.	9,286,807	15,692,327	586,340	1,147,765
Tobacco, and manufactures of:				
Unmanufactured—Leaf ..... lbs.	1,771,150	511,595	217,915	142,152
Manufactures of ..... lbs.	13,224	54	39,121	316
Tungsten-bearing ore ..... tons.	304	263	192,330	214,072
Vegetables:				
Beans and lentils ..... bush.	182,147	20,470	514,510	80,972
Peas, dried ..... bush.	252,298	670,403	737,647	1,831,433
Potatoes (except sweet potatoes) ..... bush.	24,888	540	16,259	656
Prepared or preserved			587	1,120
All other in their natural state			246,793	280,154
Wax:				
Beeswax ..... lbs.	157,010	36,122	40,048	8,697
Vegetable ..... lbs.	120,848	325,122	18,838	109,673
Wood, and manufactures of:				
Unmanufactured—				
Cabinet woods—				
Cedar ..... M ft.	1,854	1,545	89,372	102,966
Mahogany ..... M ft.	8,229	11,230	529,088	890,101
All other			18,803	45,889
All other			106,902	17,390
Manufactures of—				
Lumber—				
Boards, planks, and other sawed lumber. M ft.	4,351	19,282	44,280	192,820
Boards, etc., cabinet wood ..... M ft.	521	590	32,503	44,534
All other			18,384	11,604
Wool, and manufactures of:				
Unmanufactured—				
Class 1—Clothing ..... lbs.	1,211,379	276,561	195,726	79,986
Class 2—Combing ..... lbs.	1,835	4,319	695	1,085
Class 3—Carpet ..... lbs.	27,434	177,959	6,810	67,644
Manufactures of—				
Wool wastes			7,424	535
All other			36,889	11,878
Zinc ore or calamine ..... zinc lbs.	108,317,379	57,343,642	4,280,958	1,866,487
All other articles			141,568	307,333
Total			112,138,677	140,659,542
MIQUELON, LANGLEY, AND ST. PIERRE ISLANDS.				
Oils: Cod and cod liver ..... galls.		2,943		3,191
NEWFOUNDLAND AND LABRADOR.				
Animals			10	
Articles, the growth, produce, and manufacture of the United States, returned			57,731	87,747
Chemicals, drugs, dyes, and medicines:				
Gums—Chicle ..... lbs.	8,501		3,873	
All other			1,159	841
Copper, in ore, etc., contents ..... lbs.	1,446,763	59,869	161,457	11,648
Fish:				
Cured or preserved—				
Cod, haddock, hake, and pollock ..... lbs.	14,040,134	18,726,985	668,625	1,010,852
Herring ..... lbs.	19,013,895	22,630,331	552,580	1,102,114
Mackerel ..... lbs.	213,550	264,200	6,995	21,226
All other			15,213	43,037
Fresh fish ..... lbs.	1,214,721	988,100	15,325	46,882
Shellfish—				
Lobsters—				
Canned ..... lbs.	30,698	20,879	11,837	9,677
All other ..... lbs.	350	781	90	117
Shrimps, and other shellfish and turtles			171	567
Fruits			14,105	23,344
Furs, and manufactures of:				
Furs and fur skins, undressed			117,792	114,312
Furs, dressed, and manufactures of			69	284
Grease and oils, n. e. s ..... lbs.	36,497	60,384	2,646	4,142
Hides and skins (except fur skins), raw or uncured ..... lbs.	1,481,856	1,062,229	382,546	287,026
Meat products, all other			50	66,162

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Imports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
NEWFOUNDLAND AND LABRADOR—continued.				
Oils:				
Animal, fish, and other—				
Cod and cod liver....galls..	543,106	1,046,819	$543,740	$1,156,999
All other....galls..	665,320	129,112	381,610	97,908
Oleo stearin....lbs..	.....	77,991	.....	8,499
Paper stock, crude (except wood pulp).....	.....	.....	1,341	4,019
Paper, and manufactures of: Printing paper for books and newspapers, valued at not above 5 cents per pound....lbs..	.....	60,406,960	.....	1,761,646
Sulphur ore....tons..	.....	3,670	.....	33,200
Wood, and manufactures of:				
Unmanufactured.....	.....	.....	15	41
Manufactures of—				
Lumber—Boards, planks, deals, and other sawed lumber....M ft..	398	1,046	7,169	26,454
Wood pulp—				
Mechanically ground....tons..	273	8,444	6,169	214,246
Chemical—				
Unbleached—				
Sulphate....tons..	291	.....	16,177	.....
Sulphite....tons..	127	186	7,377	16,237
All other manufactures of.....	.....	.....	49	16,679
All other articles.....	.....	.....	17,509	52,438
Total.....	.....	.....	2,993,430	6,218,304
WEST INDIES—BRITISH—BARBADOS.				
Articles, the growth, produce, and manufacture of the United States, returned.....	.....	.....	36,239	83,254
Asphaltum and bitumen....tons..	36	53	3,385	5,588
Copper, old and clippings....lbs..	34,942	28,298	7,115	6,347
Hides and skins (except fur skins), raw or uncured:				
Calfskins—Dry....lbs..	646	610	107	108
Goatskins—Dry....lbs..	27,727	14,020	15,536	10,135
Sheepskins—Dry....lbs..	19,107	10,680	9,343	7,355
Oils:				
Animal—Fish and other....galls..	611	.....	269	.....
Sugar and molasses:				
Molasses....galls..	942,203	1,389,055	254,903	563,858
Sugar—Cane....lbs..	6,218,912	2,102	290,750	129
Vegetables:				
Peas, dried....bush..	160	.....	525	.....
All other.....	.....	.....	452	.....
All other articles.....	.....	.....	2,772	8,328
Total.....	.....	.....	621,395	685,102
WEST INDIES—BRITISH—JAMAICA.				
Articles specially imported for the construction and equipment of vessels.....	.....	.....	9,818	.....
Articles, the growth, produce, and manufacture of the United States, returned:				
Automobiles....No..	2	.....	3,500	.....
All other.....	.....	.....	87,668	124,322
Chemicals, drugs, dyes, and medicines: All other.....	.....	.....	116,982	107,483
Cocoa, or cacao, crude....lbs..	2,799,170	2,259,752	322,997	217,517
Coffee....lbs..	2,634,005	1,163,713	276,566	112,090
Dyewoods, in a crude state:				
Logwood....tons..	27,960	19,006	1,118,334	435,612
All other....tons..	980	4,435	18,210	117,730
Fibers, vegetable, and textile grasses, etc.: Unmanufactured—Sisal grass....tons..	44	32	4,290	6,072
Fish: Shrimps and other shellfish.....	.....	.....	49	.....
Fruits and nuts:				
Fruits—				
Bananas....bunches..	2,182,139	2,049,655	673,389	721,516
Oranges.....	.....	.....	7,851	13,313
All other.....	.....	.....	16,381	25,086
Nuts—				
Cocoanuts in the shell.....	.....	.....	581,100	588,381
Cocoanut meat, broken, or copra, not shredded, desiccated, or prepared....lbs..	1,263,472	1,563,327	65,423	121,279
Peanuts, shelled....lbs..	51,188	.....	1,671	.....
All other.....	.....	.....	9,848	6,457

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Imports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
WEST INDIES—BRITISH—JAMAICA—continued.				
Hides and skins (except fur skins), raw or uncured:				
Cattle hides—				
Dry, 12 pounds and over.....lbs..	110,075	1,942	$28,714	$748
Green or pickled, 25 pounds or over.....lbs..	160,378	26,274	30,544	4,774
Goat-skins—Dry.....lbs..	165,802	55,529	142,821	40,327
Honey.....galls..	106		100	
Household and personal effects and wearing apparel in use			2,543	6,107
India rubber scrap.....lbs..	28,339	22,460	2,044	1,593
Leather and tanned skins: Belting and sole leather			32,676	24,666
Oils: Vegetable—Distilled and essential			147,690	232,643
Seeds			8,531	1,195
Spices:				
Unground—Ginger root, not preserved.....lbs..	1,213,073	884,781	160,549	107,376
All other.....lbs..	2,500,429	4,160,398	100,851	191,231
Spirits, wines, malt liquors, and other beverages:				
Spirits, distilled.....pf. galls..	20,735	9,893	20,731	9,501
All other			315	
Sponges			2,469	
Sugar: Cane.....lbs..	4,501,025	241,773	197,373	13,642
Tanning materials: Crude—Mangrove bark.....tons..	1,036	143	26,339	3,659
Wax: Beeswax.....lbs..	2,540	946	763	409
Wood, and manufactures of:				
Unmanufactured—				
Cabinet woods			4,246	4,978
All other			485	1,489
Manufactures of			1,231	3,780
All other articles			14,848	38,006
Total			4,239,940	3,282,982
WEST INDIES—BRITISH—TRINIDAD AND TOBAGO.				
Articles, the growth, produce, and manufacture of the United States, returned			39,051	45,447
Asphaltum and bitumen.....tons..	104,745	69,103	565,960	402,931
Breadstuffs: Corn.....bush..		40,845		61,608
Chemicals, drugs, dyes, and medicines:				
Vanilla beans.....lbs..	93	4,111	140	8,776
All other			188,582	306,550
Cocoa, or cacao, crude.....lbs..	51,083,312	40,394,063	6,311,496	5,123,755
Coffee.....lbs..		448,166		65,345
Copper: Ore.....copper..lbs..	25,000		5,955	
Fibers, vegetable, etc., unmanufactured.....tons..	53		3,629	
Fruits and nuts:				
Fruits			187	150
Nuts—				
Coconuts in the shell			418,302	522,010
Coconut meat, broken, etc.....lbs..	2,407,564	3,984,438	165,051	349,638
All other			346	451
Glass and glassware			950	130
Hides and skins (except fur skins), raw or uncured:				
Cattle hides—				
Dry.....lbs..	101,342	173,392	31,455	49,600
Green.....lbs..	186,930	238,044	34,883	49,106
Goatskins—Dry.....lbs..	275		104	
All other skins.....lbs..	5,569	13,144	1,768	3,168
India rubber, crude:				
Balata.....lbs..	5,058	40,443	2,318	26,255
India rubber.....lbs..	2,655	55,016	1,258	31,932
Scrap or refuse.....lbs..	5,794	6,543	307	361
Oil, mineral, crude.....galls..	8,205,096		146,429	
Plants, trees, shrubs, etc			1,975	3,337
Spices.....lbs..	16,095	5,692	2,178	890
Spirits, wines, malt liquors, and other beverages:				
Cordials, liqueurs, etc.....pf. galls..	6,709	10,827	26,373	43,556
All other			2	3
Sugar and molasses: Molasses.....galls..		55,005		22,697
Sugar—Cane.....lbs..	5,039,334	2,340	210,653	124
Tanning materials, crude: Mangrove bark.....tons..	13	41	226	1,035
Vegetables: Peas, dried.....bush..	11,978	2,868	36,062	7,117
Wood, unmanufactured: Cedar.....M feet..	302	180	23,363	10,368
All other articles			4,610	8,075
Total			8,223,613	7,144,415

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Imports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
WEST INDIES—BRITISH—OTHER BRITISH.				
Articles, the growth, produce, and manufacture of the United States, returned			$82,939	$76,232
Art works:				
Product of American artists			3,214	
All other			120	355
Asphaltum and bitumen...tons	520	5,762	23,470	24,568
Brass, fit only for remanufacture...lbs	32,147	26,601	2,621	2,784
Chemicals, drugs, dyes, and medicines:				
Lime, citrate of...lbs	210,013	46,831	36,946	8,183
Vanilla beans...lbs	1,504	18,164	1,699	31,285
All other			106,651	70,744
Cocoa, or cacao, crude...lbs	6,257,436	8,780,955	688,512	953,743
Coffee...lbs	49,554	52,504	6,068	4,969
Copper: Ore...copper contents..lbs	1,800,000	25,978	396,000	8,775
Copper, and manufactures of:				
Old and clippings...lbs	20,714	11,904	2,332	1,726
Composition metal, copper chief value...lbs	878	1,420	193	285
Dyewoods, in a crude state: Logwood...tons	2,399	203	82,312	2,141
Fertilizers:				
Potash, muriate of...tons		127		38,175
All other			80	19
Fibers, vegetable, and textile grasses, unmanufactured:				
Sisal grass...tons	4,656	2,700	1,004,899	754,251
All other...tons	6	10	1,861	1,709
Fish:				
Herring...lbs		278,856		10,488
Lobsters, canned...lbs	9,756	1,600	2,312	490
Shrimps and other shellfish			10,928	3,708
All other			188	22
Fruits and nuts:				
Fruits—				
Bananas...bunches	9,377	14,619	3,740	6,231
Oranges			1,068	4,068
Preserved			73,843	23,188
All other			168,587	102,031
Nuts—				
Coconuts in the shell			8,779	19,826
Coconut meat, broken, or copra, etc...lbs	6,465	195,738	357	18,355
All other			383	3,881
Hats, bonnets, hoods, and materials for			4,268	
Hides and skins (except fur skins), raw or uncured:				
Cattle hides—				
Dry, 12 pounds or over...lbs	79,048	11,327	15,755	1,532
Green or pickled, 25 pounds or over...lbs	28,940	2,836	6,471	373
Goatskins—Dry...lbs	30,139	22,299	13,930	12,067
Sheepskins—Dry...lbs	6,778	7,274	3,243	3,891
All other...lbs	263	31,198	49	6,757
India rubber:				
Balata...lbs	40,313	3,566	25,506	2,781
India rubber...lbs	25,192	9,497	18,592	7,175
Scrap or refuse...lbs	2,882	2,594	103	199
Iron: Scrap iron and steel...tons	957	230	14,910	4,050
Oils:				
Animal—Cod and cod-liver...galls		4,250		10,692
Mineral—Crude...galls		840,000		10,967
Vegetable—				
Expressed				1,728
Distilled and essential			45,277	70,055
Photographic goods:				
Cameras and parts of			900	75
Motion-picture films—				
Negatives...lin. ft	18,850	15,400	49,974	924
Positives...lin. ft	13,500	8,000	725	5,000
All other...lin. ft		4,000		240
Salt...lbs	1,007,444	406,737	76,097	52,331
Shells, unmanufactured			17,078	16,151
Spices...lbs	730,130	1,003,033	97,092	112,807
Sponges			307,113	299,541
Starch...lbs	173,276	166,664	9,790	17,462
Sugar and molasses:				
Molasses...galls	299,836	352,677	80,796	88,378
Sugar—Cane...lbs	2,778,920		118,200	
Tanning materials, crude...tons	1		34	10

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Imports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
WEST INDIES—BRITISH—OTHER BRITISH—continued.				
Vegetables:				
Onions.....bush..	2,123	.....	$6,161	.....
Pickles and sauces	.....	.....	2,466	$331
Prepared or preserved, n. o.	.....	.....	15	7,931
All other	.....	.....	21,787	57,824
Wood, and manufactures of:				
Unmanufactured—				
Cabinet woods	.....	.....	6,144	341
All other	.....	.....	4	3
Manufactures of	.....	.....	13,500	9,169
All other articles	.....	.....	8,416	36,919
Total	.....	.....	3,674,518	3,009,956
WEST INDIES—CUBA.				
Animals:				
Horses.....No..	93	76	1,625	1,625
All other	.....	.....	1,236	1,206
Articles specially imported:				
Articles imported under bond for export within 6 months	.....	.....	58,811	44,006
All other	.....	.....	695	6,408
Articles, the growth, produce, and manufacture of the United States, returned:				
Automobiles.....No..	12	7	19,582	12,902
All other	.....	.....	879,451	1,145,747
Art works	.....	.....	15,414	11,875
Asphaltum and bitumen, crude.....tons..	4,224	177	32,846	5,868
Bones, hoofs, and horns, and manufactures of	.....	.....	50,982	47,748
Brass, fit only for remanufacture.....lbs..	871,831	245,063	138,192	40,339
Breadstuffs:				
Rice, cleaned.....lbs..	4,770	22,425	351	1,814
All other	.....	.....	2,455	393
Cars, carriages, other vehicles, and parts of	.....	.....	105	416
Chemicals, drugs, dyes, and medicines:				
Fusel oil or amylic alcohol.....lbs..	2,210	10,758	315	7,740
Glycerin, crude.....lbs..	379,962	428,495	106,776	195,591
Potash, salts of.....lbs..	12,068	3,360	9,868	2,045
All other	.....	.....	9,438	5,805
Cocoa, or cacao, crude.....lbs..	1,181,762	326,064	149,447	34,261
Cocoa and chocolate, prepared.....lbs..	51,254	51,266	10,629	11,321
Coffee.....lbs..	212,075	155,268	23,205	15,599
Copper, and manufactures of:				
Ore.....copper contents..lbs..	43,366,103	33,133,480	5,824,698	4,041,058
Concentrates.....copper contents..lbs..	2,579,920	3,877,440	469,168	896,040
Matte and regulus, coarse metal and cement, ...copper contents..lbs..	472,572	.....	101,004	.....
Old and clippings, for remanufacture.....lbs..	1,006,026	397,525	242,725	80,580
Composition metal, copper chief value.....lbs..	177,665	121,153	37,771	28,027
All other	.....	.....	2,953	43
Cotton and manufactures of:				
Unmanufactured.....lbs..	.....	46,275	.....	9,844
Manufactures of—				
Thread.....lbs..	877	28,500	889	29,980
All other	.....	.....	1,708	8,102
Dyewoods, in a crude state:				
Logwood.....tons..	523	.....	19,253	.....
All other.....tons..	142	160	3,381	4,000
Fertilizers:				
Guano.....tons..	479	476	8,846	5,236
All other	.....	.....	735	3,120
Fibers, vegetable, and textile grasses, and manufactures of:				
Unmanufactured—				
Flax.....tons..	13	.....	8,486	.....
Sisal grass.....tons..	264	.....	28,869	.....
All other.....tons..	38	.....	14,044	.....
Manufactures of—				
Binding twine.....lbs..	270,000	.....	32,243	.....
Fabrics, plain woven—Burlaps, etc., bleached, ...lbs..	75,384	40,000	8,715	6,800
All other	.....	.....	183,224	351,446
Fish:				
Shrimps, and other shellfish, and turtles	.....	.....	9,008	4,585
All other	.....	.....	1,016	124

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Imports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
WEST INDIES—CUBA—continued.				
Fruits and nuts:				
Fruits—				
Bananas.....bunches..	2,184,110	1,151,165	$837,251	$482,046
Oranges			5,248	7,850
Pineapples			932,721	799,831
Preserved			68,058	72,626
All other			569,922	378,820
Nuts—				
Coconuts in the shell			121,778	43,582
Coconut meat, broken, etc.....lbs..	300,925	7,588	13,483	228
Walnuts—				
Not shelled.....lbs..	94,989	35,156	9,985	4,030
Shelled.....lbs..	22,914		3,190	
All other			3,139	392
Furs, and manufactures of			16,618	25
Glass and glassware			5,291	1,447
Gold and silver sweepings			10,523	9,063
Hair: Horse and other animal.....lbs..	18,503	14,559	4,596	2,918
Hats, bonnets, hoods, and materials for: Hats, bonnets, etc., of straw, chip, grass, etc			6,458	1,662
Hides and skins (except fur skins), raw or uncured:				
Calfskins—				
Dry.....lbs..	23,631	28,056	8,552	15,041
Green or pickled.....lbs..	5,345		1,016	
Cattle—				
Dry (12 pounds and over).....lbs..	174,470	69,710	37,525	21,075
Green or pickled (25 pounds and over).....lbs..	13,312,805	11,995,537	3,102,901	2,340,604
All other.....lbs..	2,635	4,779	801	2,627
Hide cuttings, raw, and other glue stock.....lbs..	698,645	504,816	26,945	26,398
Honey.....galls..	296,983	252,945	198,939	438,872
Household and personal effects, and wearing apparel in use, etc			69,548	67,908
India rubber, etc., and manufactures of:				
India rubber, crude.....lbs..	106,389	4,390	74,444	1,452
India rubber, scrap.....lbs..	604,600	482,796	37,507	29,430
Manufactures of			29	
Iron ore.....tons..	613,342	605,625	1,913,804	1,906,384
Iron and steel, and manufactures of:				
Scrap iron and steel.....tons..	5,129	7,038	55,324	116,531
All other			5,538	11,743
Ivory, vegetable.....lbs..		203,760		7,722
Leather and tanned skins, and manufactures of			9,245	2,432
Manganese, oxide and ore of.....tons..	33,534	67,780	461,835	1,479,314
Meat and dairy products:				
Sausage casings			12,614	4,558
All other			5,034	3,397
Oils:				
Mineral.....galls..	1,165,180	161	15,647	16
Vegetable—				
Coconut.....lbs..	22,224		3,184	
Distilled and essential			2,907	9,604
All other			5,727	49
Paper stock, crude (except wood pulp):				
Rags, other than woolen.....lbs..	124,840	177,553	3,233	5,239
All other			454	4,886
Paper, manufactures of:				
Books, music, maps, etc., and other printed matter			5,603	6,976
Lithographic labels and prints, etc			65,555	41,037
All other			378	285
Photographic goods:				
Motion-picture films—Negatives.....lin. ft..	14,885	3,600	14,679	150
All other			1,368	996
Plants, trees, shrubs, and vines			2,102	1,250
Precious stones:				
Diamonds, cut, but not set			4,658	
All other				11,086
Seeds			3,226	4,744
Shells, unmanufactured			1,615	58,389
Soap			1,521	8,138
Spirits, wines, malt liquors, and other beverages:				
Brandy.....pf. galls..	184	3,888	543	4,666
Cordials, liqueurs, etc.....pf. galls..	18,936	1,627	35,041	4,270
Gin.....pf. galls..	4	2,700	34	7,156
All other spirits, distilled.....pf. galls..	98,392	79,402	138,168	110,607
Wines—Still wines, in casks.....galls..	3	3,912	3	13,040
All other (including mineral water)			3,291	385

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Imports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
WEST INDIES—CUBA—continued.				
Sponges			$183,945	$149,669
Starch lbs.	35,779	33,369	3,987	3,741
Sugar and molasses:				
Molasses galls.	106,865,887	127,418,036	10,381,816	8,384,871
Sugar—Cane lbs.	4,669,097,398	4,560,749,643	204,521,160	219,461,319
Tobacco, and manufactures of:				
Leaf—				
Suitable for cigar wrappers lbs.	135,751	180,739	285,615	276,008
All other lbs.	23,417,539	20,366,787	15,195,842	15,711,337
Cigars, cheroots, and cigarettes lbs.	651,008	478,943	4,126,017	2,977,430
All other			1,868	1,230
Vegetables:				
Beans and lentils bush.	27,718	22,994	80,471	97,541
Onions bush.	28,337	7,118	48,633	10,171
Peas, dried bush.	2,739	2,079	8,431	3,985
All other			306,493	519,377
Wax:				
Bees lbs.	612,378	688,546	217,563	253
Vegetable lbs.		141,144		68,994
Wood, and manufactures of:				
Cabinet woods—				
Cedar M ft.	3,782	2,920	232,326	206,744
Mahogany M ft.	1,778	843	104,628	29,690
All other			47,827	66,178
Logs and round timber M ft.		1		30
Boards, planks, deals, and other forms of sawed cabinet wood M ft.	2,785	1,857	130,183	81,580
All other			17,302	18,464
Zinc, block or pigs, and old lbs.	343,342	103,583	19,865	4,551
All other articles			34,380	65,468
Total			253,395,410	264,024,006
WEST INDIES—DANISH (VIRGIN ISLANDS OF THE UNITED STATES).				
Animals: Cattle No.		112		6,883
Articles, the growth, produce, and manufacture of the United States, returned:				
Automobiles No.	1		400	
All other			23,151	27,270
Brass, fit only for remanufacture lbs.	4,186	2,687	458	271
Chemicals, drugs, dyes, and medicines			1,150	190
Coffee lbs.		247,162		24,840
Copper, and manufactures of: Pigs, ingots, bars, plates, and old, for remanufacture lbs.	3,263	7,038	438	1,013
Hides and skins (except fur skins), raw or uncured:				
Cattle hides—Dry (12 pounds and over) lbs.	27,238	34,823	6,631	6,198
Goatskins—Dry lbs.	17,582	16,102	6,661	6,289
All other lbs.	1,582	2,334	495	1,464
Spirits, wines, malt liquors, and other beverages:				
Spirits, distilled pf. galls.	2,806	174	2,095	218
Other beverages			28	14
Sugar—Cane lbs.	26,406,776	23,921,591	1,208,134	1,424,425
All other articles			10,016	43,144
Total			1,259,607	1,542,222
WEST INDIES—DOMINICAN REPUBLIC.				
Animals			3,277	10,897
Articles, the growth, produce, and manufacture of the United States, returned:				
Automobiles No.	1		500	
All other			70,119	62,921
Brass, fit only for remanufacture lbs.	22,857	6,112	3,686	966
Breadstuffs—Corn bush.	12,588	34,046	12,338	50,873
Chemicals, drugs, dyes, and medicines:				
Glycerin, crude lbs.	25,108	16,417	5,317	4,934
All other			16,220	27,763
Cocoa or cacao, crude lbs.	61,443,969	39,851,184	7,202,747	3,660,091
Coffee lbs.	597,799	1,896,111	81,600	184,305
Copper, in ore, etc.:				
Ore, copper contents lbs.	260,079	9,856	32,690	2,200
Matte and regulus, coarse metal and cement, copper contents lbs.	133,400		17,225	

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Imports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
WEST INDIES—DOMINICAN REPUBLIC—continued.				
Copper, and manufactires of: Pigs, ingots, bars, plates, and old:				
Old and clippings for remanufacture.....lbs..	147,204	117,175	$27,799	$26,349
Composition metal, copper chief value.....lbs..	2,369	5,370	390	776
Cotton, and manufactures of:				
Unmanufactured.....lbs..	135,784	78,991	26,379	33,821
Manufactures of.....	.....	.....	.....	75
Dyewoods, in crude state:				
Logwood.....tons..	8,963	4,439	221,718	75,216
All other.....tons..	155	1,638	4,669	47,496
Fruits and nuts:				
Fruits—				
Bananas.....bunches..	163,425	120,494	81,717	57,625
All other.....	.....	.....	4,808	480
Nuts—				
Coconuts, in the shell.....	.....	.....	24,836	11,520
Coconut meat, broken, or copra—Not shredded, desiccated, or prepared.....lbs..	215,833	514,642	13,723	31,975
All other.....	.....	.....	7	.....
Hats, etc., and materials for:				
Materials for.....	.....	.....	.....	6,423
Hats, bonnets, etc., of straw, etc.....	.....	.....	.....	15,184
Hides and skins (except fur skins), raw or uncured:				
Calfskins—				
Dry.....lbs..	89,597	19,536	26,137	4,891
Green or pickled.....lbs..	14,018	1,894	3,485	417
Cattle hides—				
Dry (12 pounds and over).....lbs..	45,433	629,408	245,614	173,475
Green or pickled (25 pounds or over).....lbs..	542,419	82,787	118,105	19,519
Goatskins—Dry.....lbs..	358,447	207,019	198,741	104,173
Sheepskins—Dry.....lbs..	7,841	4,246	3,227	2,667
All other.....lbs..	724	2,709	370	862
Hide cuttings, raw, and other glue stock.....lbs..	.....	97,677	.....	4,862
Honey.....galls..	61,156	115,322	40,182	134,607
India rubber, crude, scrap, etc.....lbs..	2,664	6,681	181	3,649
Iron and steel, and manufactures of:				
Scrap iron and steel, etc.....tons..	.....	1,411	.....	9,298
All other.....	.....	.....	631	446
Leather and tanned skins:				
Belting and sole.....	.....	.....	28,454	24,709
All other.....	.....	.....	.....	25
Salt.....100 lbs..	.....	38,579	.....	4,822
Sugar and molasses:				
Molasses.....galls..	1,613,598	679,156	161,029	24,673
Sugar—Cane.....lbs..	114,367,301	14,395,335	5,242,515	709,348
Tanning materials, crude: Mangrove bark.....tons..	544	681	13,834	18,330
Tobacco, leaf:				
Suitable for cigar wrappers.....lbs..	1,239	1,778	124	213
All other.....lbs..	2,829,100	15,242,017	268,388	1,632,956
Vegetables:				
Beans and lentils.....bush..	7,702	12,394	31,208	49,891
All other in their natural state.....	.....	.....	108	1,293
Wax:				
Beeswax.....lbs..	496,256	506,373	142,354	147,373
All other.....lbs..	.....	3,065	.....	980
Wood, and manufactures of:				
Unmanufactured—				
Cabinet woods—				
Mahogany.....M ft..	35	75	1,696	3,300
All other.....	.....	.....	44,016	3,575
All other.....	.....	.....	1,743	1,500
Manufactures of—				
Lumber.....	.....	.....	29,023	9,943
All other.....	.....	.....	2,911	110
All other articles.....	.....	.....	436,458	657,615
Total.....	.....	.....	14,892,299	8,061,412
WEST INDIES—DUTCH.				
Articles, the growth, produce, and manufacture of the United States, returned.....	.....	.....	15,554	9,527
Art works.....	.....	.....	210	863
Breadstuffs: Corn.....bush..	5,266	12,258	8,561	22,062

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Imports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
WEST INDIES—DUTCH—continued.				
Chemicals, drugs, dyes, and medicines:				
Gums			$87,496	$35,1
All other			102,897	25,9
Cocoa, or cacao, crude ..... lbs.	117,686	490,215	15,449	54,1
Coffee ..... lbs.	292,370	397,195	33,243	41,9
Copper, and manufactures of:				
Pigs, ingots, bars, plates, and old—Old and clippings for remanufacture ..... lbs.	21,867	28,295	2,904	3,3
Dyewoods, in a crude state:				
Logwood ..... tons.		104		1,5
All other ..... tons.	295	540	5,002	14,6
Fertilizers:				
Guano ..... tons.	21	938	420	6,3
All other			8,994	24,6
Fruits and nuts:				
Fruits			99	
Nuts—All other			45	1
Hats, bonnets, and hoods, and materials for:				
Hats, bonnets, and hoods, composed of straw, chip, grass, palm leaf, etc.			145,025	129,3
All other materials for				1,9
Hides and skins (except fur skins), raw or uncured:				
Cattle hides—Dry, 12 pounds or over ..... lbs.	264,330	193,852	83,137	57,1
Goatskins—Dry ..... lbs.	600,932	330,024	297,664	133,7
Sheepskins—Dry ..... lbs.	20,188	6,875	4,340	1,0
All other ..... lbs.	27,414	6,172	7,985	2,0
Honey ..... galls.	3,900		4,539	
Photographic goods, n. e. s.: Motion-picture films—Positives ..... lin. ft.		43,568		4,3
Salt ..... lbs.	118,755	76,587	8,854	9,9
Seeds: Castor beans or seeds ..... bush.		1,587		5,0
Sugar—Cane ..... lbs.	214,992	4,998,184	4,300	234,7
Tanning materials, crude: Mangrove bark ..... tons.	283		6,256	
Vegetables:				
Beans and lentils ..... bush.	2,508	7,225	6,502	29,3
All other in their natural state			45	1,4
Wood, and manufactures of:				
Unmanufactured—Cabinet woods—Cedar ..... M ft.	18	23	989	9
All other			43,066	21,7
Manufactures of			62	
Wool: Unmanufactured—Class 3—Carpet ..... lbs.	18,514	31,970	3,489	5,2
All other articles			3,146	6,7
Total			900,275	1,056,5
WEST INDIES—FRENCH.				
Articles, the growth, produce, and manufacture of the United States, returned			8,011	11,5
Chemicals, drugs, dyes, and medicines:				
Vanilla beans ..... lbs.	36,673	58,135	76,338	95,0
All other			1,294	2,5
Cocoa, or cacao, crude ..... lbs.		53,736		5,7
Coffee ..... lbs.		9,974		7
Cotton, unmanufactured ..... lbs.	32,548	117	5,596	
Fruits			5,105	6
Hides and skins ..... lbs.	5,854	14,804	1,717	4,2
Oils: Distilled and essential			6,090	2,1
All other articles			802	2
Total			104,953	122,9
WEST INDIES—HAITI.				
Articles, the growth, produce, and manufacture of the United States, returned			26,863	18,7
Chemicals, drugs, dyes, and medicines:				
Gums			2,220	1,3
All other			90,363	1
Cocoa, or cacao, crude ..... lbs.	3,357,836	4,333,792	384,739	406,0
Coffee ..... lbs.	5,874,209	25,849,779	672,567	2,311,6

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Imports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
WEST INDIES—HAITI—continued.				
Copper, and manufactures of:				
Pigs, ingots, bars, plates, and old—Old and clippings, for remanufacture.....lbs..	44,582	38,970	$8,085	$8,768
Cotton: Unmanufactured.....lbs..	3,138,046	2,579,958	552,917	575,956
Dyewoods, in a crude state:				
Logwood.....tons..	58,722	25,273	1,800,397	459,896
All other.....tons..	68	4,301	1,476	134,818
Fertilizers:				
Guano.....tons..	.....	1	.....	6
All other.....	.....	.....	2,166	9,803
Fibers, vegetable, and textile grasses, unmanufactured—Sisal grass.....tons..	7	76	2,447	18,497
Fruits and nuts:				
Fruits.....	.....	.....	.....	203
Nuts—Cocoanuts in the shell.....	.....	.....	3,036	1,094
All other.....	.....	.....	.....	1,956
Hides and skins (except fur skins), raw or uncured:				
Calfskins—				
Dry.....lbs..	91,020	5,287	26,007	1,453
Green or pickled.....lbs..	10,416	.....	3,283	.....
Cattle hides—				
Dry, 12 pounds or over.....lbs..	336,097	322,210	87,360	81,849
Green or pickled, 25 pounds or over.....lbs..	4,296	.....	1,286	.....
Goatskins—Dry.....lbs..	431,679	307,072	257,969	167,135
All other.....lbs..	3,262	2,786	836	1,093
Honey.....galls..	26,266	65,436	20,443	93,644
India rubber: Unmanufactured—				
Balata.....lbs..	2,912	.....	1,546	.....
All other.....	.....	.....	37	.....
Oil cake.....lbs..	17,788	45,700	1,351	3,401
Oils:				
Vegetable—				
Expressed—				
Cottonseed.....lbs..	155,831	527,160	15,261	74,220
All other.....	.....	.....	1,244	1,752
Seeds:				
Castor beans or seeds.....bush..	1,242	80,687	2,993	322,466
All other.....	.....	.....	393	312
Sugar—Cane.....lbs..	3,840,000	2,123	144,600	164
Wax:				
Beeswax.....lbs..	47,242	48,304	16,365	15,519
Vegetable.....lbs..	558	5,064	167	1,576
Wood, and manufactures of:				
Unmanufactured—Cabinet woods—				
Mahogany.....M ft..	26	295	1,635	14,010
All other.....	.....	.....	124,795	61,966
Manufactures of.....	.....	.....	.....	2,407
All other articles.....	.....	.....	6,684	23,612
Total.....	.....	.....	4,234,531	4,815,544
SOUTH AMERICA.				
ARGENTINA.				
Antimony, ore.....antimony..lbs..	152,199	425	10,600	44,914
Articles specially imported: For manufacture in bonded warehouse and export.....	.....	.....	23,407	2,268
Articles, the growth, produce, and manufacture of the United States, returned.....	.....	.....	205,467	377,555
Art works.....	.....	.....	13,049	1,004
Bismuth.....lbs..	6,674	.....	16,757	.....
Blood, dried.....	.....	.....	313,785	321,524
Bones, hoofs, and horns, unmanufactured.....	.....	.....	398,893	670,944
Breadstuffs:				
Corn.....bush..	2,176,548	2,396,252	1,381,709	2,395,365
Wheat.....bush..	300,258	.....	363,582	.....
Wheat flour.....bbls..	.....	8,378	.....	81,000
All other.....	.....	.....	120,909	10,749
Broom corn.....tons..	12	2,107	2,586	357,386

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Imports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
SOUTH AMERICA—Continued.				
ARGENTINA—continued.				
Chemicals, drugs, dyes, and medicines:				
Argols or wine lees.....lbs..	1,963,878	3,120,837	$230,301	$360,9[illegible]
Extracts for tanning:				
Quebracho.....lbs..	59,806,474	95,582,775	5,198,667	4,669,3[illegible]
All other.....lbs..	23,404	627,626	2,799	30,8[illegible]
Glycerin, crude.....lbs..	907,491	307,403	289,476	204,3[illegible]
Lactarene or casein.....lbs..	6,069,061	8,983,783	948,635	1,280,13[illegible]
All other.....	.....	.....	3,943	12,4[illegible]
Cocoa, or cacao, crude.....lbs..	.....	190,002	.....	17,9[illegible]
Coffee.....lbs..	.....	3,873,291	.....	283,1[illegible]
Copper:				
Ore.....copper..lbs..	148,607	44,605	26,416	11,7[illegible]
Manufactures of—Unrefined black, blister, and converter copper in bars, pigs, or other forms...lbs..	49,200	.....	12,830	.....
Dyewoods, in a crude state.....tons..	1,347	1,942	15,680	32,9[illegible]
Feathers:				
Crude, ostrich.....	.....	.....	94,217	44,2[illegible]
All other.....	.....	.....	117	8,2[illegible]
Fertilizers:				
Bone dust and bone ash.....tons..	1,415	3,106	19,369	61,7[illegible]
Guano.....tons..	.....	430	.....	24,7[illegible]
All other substances used only as fertilizers.....	.....	.....	326,790	492,7[illegible]
Fibers, vegetable, and textile grasses, and manufactures of, n. e. s.:				
Unmanufactured.....tons..	106	51	13,703	6,3[illegible]
Manufactures of—				
Fabrics, plain woven—Burlaps, not bleached, colored, etc.....lbs..	1,412,291	.....	170,128	.....
All other.....lbs..	38,060	8,230	1,143	6[illegible]
Fruits and nuts:				
Fruits.....	.....	.....	96	6,2[illegible]
Nuts—				
Cream and Brazil nuts.....lbs..	.....	38,546	.....	2,2[illegible]
Walnuts—Not shelled.....lbs..	552,279	308,975	50,255	25,8[illegible]
Furs, and manufactures of:				
Furs and fur skins, undressed.....	.....	.....	1,145,884	2,684,8[illegible]
All other.....	.....	.....	749	17,1[illegible]
Gold and silver, manufactures of, including jewelry:				
Gold and silver sweepings.....	.....	.....	8,745	14[illegible]
All other.....	.....	.....	.....	8[illegible]
Grease and oils, n. e. s.....lbs..	201,399	1,614,983	16,736	161,9[illegible]
Hair, unmanufactured:				
Horse.....lbs..	3,460,276	2,678,995	885,156	680,3[illegible]
Other animal.....lbs..	511,786	328,406	136,374	83,1[illegible]
Hides and skins (except fur skins), raw or uncured:				
Calfskins—				
Dry.....lbs..	4,718,186	1,771,946	2,004,586	708,5[illegible]
Green or pickled.....lbs..	1,085,773	302,835	308,093	82,1[illegible]
Cattle hides—				
Dry.....lbs..	31,090,210	16,044,250	10,721,194	5,210,9[illegible]
Green or pickled.....lbs..	87,897,225	87,424,613	21,770,672	22,216,9[illegible]
Goatskins—Dry.....lbs..	5,565,672	2,737,110	3,767,585	1,760,3[illegible]
Horse, colt, and ass skins—				
Dry.....lbs..	9,174,684	2,175,671	3,091,875	513,3[illegible]
Green or pickled.....lbs..	1,275,859	748,938	161,086	134,4[illegible]
Sheepskins—				
Dry.....lbs..	13,004,781	7,513,394	3,474,658	2,742,3[illegible]
Green or pickled.....lbs..	9,693,851	7,130,685	2,680,902	1,852,1[illegible]
All other.....lbs..	59,916	115,646	30,941	40,1[illegible]
Hide cuttings, raw, and other glue stock.....lbs..	6,873,981	4,674,213	234,101	208,3[illegible]
Household and personal effects, and wearing apparel in use, etc.....	.....	.....	8,554	8,0[illegible]
India rubber and substitutes for: Unmanufactured—				
Gutta-percha.....lbs..	9,954	.....	2,303	.....
India rubber.....lbs..	236,974	912,604	130,619	302,8[illegible]
India rubber, scrap or refuse, etc.....lbs..	188,523	628,864	11,874	40,9[illegible]
Iron and steel, manufactures of.....	.....	.....	17,389	9,9[illegible]
Ivory, vegetable (tagua nuts).....lbs..	393,600	.....	7,197	.....
Leather and tanned skins, and manufactures of:				
Leather and tanned skins—				
Belting and sole.....	.....	.....	16,918	3,2[illegible]
Goatskins, tanned (skins for morocco).....	.....	.....	27,824	.....
Upper leather, dressed, sheep and lamb.....	.....	.....	30,718	.....
All other.....	.....	.....	49,550	171
Manufactures, all other.....	.....	.....	12	27

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Imports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
SOUTH AMERICA—Continued.				
ARGENTINA—continued.				
Manganese, oxide and ore of.....tons..	.....	6,600	.....	$40,023
Meat and dairy products:				
Meat products—				
Fresh meats—				
Beef and veal.....lbs..	2,295,600	431,041	$208,331	57,146
Mutton and lamb.....lbs..	3,796,932	1,497,491	436,473	157,018
Meats, prepared or preserved.....	.....	.....	563,344	4,717,746
Sausage casings.....	.....	.....	745,179	607,608
All other.....	.....	.....	2,558,725	10,729,174
Dairy products—				
Butter, and substitutes for.....lbs..	336	47,783	84	14,235
Cheese, and substitutes for.....lbs..	1,841,288	8,252,446	669,582	3,358,940
Mica:				
Unmanufactured.....lbs..	22,762	51,605	10,530	29,202
Manufactures of.....	.....	.....	.....	5,043
Oil cake.....lbs..	.....	222,274	.....	15,759
Oils:				
Animal, fish, and other.....galls..	840	17,171	675	15,566
Mineral, crude, and all other.....galls..	2,450	.....	2,071	.....
Vegetable—				
Expressed.....	.....	.....	.....	87,614
Distilled and essential.....	.....	.....	10,987	30,483
Oleostearin.....lbs..	924,536	5,474,722	82,269	931,702
Paper stock, crude (except wood pulp).....	.....	.....	.....	430
Paper, and manufactures of:				
Books, music, maps, engravings, etchings, photographs, and other printed matter.....	.....	.....	4,945	604
All other.....	.....	.....	25	1
Seeds:				
Castor beans or seeds.....bush..	13,275	9,067	26,282	28,137
Flaxseed or linseed.....bush..	5,009,441	7,432,421	7,309,161	16,838,818
All other.....	.....	.....	120,161	691,039
Spirits, wines, and liquors: Beverages.....	.....	.....	3,770	3,697
Starch.....lbs..	.....	50,483	.....	5,771
Tanning materials, crude:				
Quebracho wood.....tons..	67,905	45,440	1,180,447	718,567
All other.....	.....	.....	817	130,104
Tungsten-bearing ore.....tons..	449	251	1,062,604	371,227
Vegetables:				
Beans and lentils.....bush..	241,614	69,904	969,122	351,706
Peas, dried.....bush..	46,155	6,458	181,626	30,389
Prepared or preserved.....	.....	.....	9,107	350
All other in their natural state.....	.....	.....	24,093	1,188
Waste, n. e. s.....	.....	.....	255,507	13,803
Wax, beeswax.....lbs..	61,109	40,620	17,968	13,324
Wool, etc., unmanufactured:				
Class 1—Clothing.....lbs..	187,078,443	161,981,865	67,395,530	93,664,516
Class 2—Combing.....lbs..	7,769,359	3,838,542	2,592,747	2,147,035
Class 3—Carpet.....lbs..	15,075,173	15,258,176	5,131,379	8,409,399
Tops.....lbs..	.....	62,200	.....	92,242
Zinc ore and calamine, zinc contents.....lbs..	.....	123,200	.....	2,559
All other articles.....	.....	.....	46,286	74,337
Total.....	.....	.....	152,612,411	195,633,348
BOLIVIA.				
Articles, the growth, produce, and manufacture of the United States, returned.....	.....	.....	50	.....
Cocoa, or cacao, crude.....lbs..	22,487	.....	3,545	.....
Copper, unrefined black.....lbs..	.....	264,552	.....	37,050
Furs, manufactures of.....	.....	.....	208	140
India rubber, etc.: Unmanufactured—				
Balata.....lbs..	9,001	.....	6,389	.....
India rubber.....lbs..	17,210	.....	5,186	.....
Paper, manufactures of: Books, etc., and other printed matter.....	.....	.....	467	.....
Sugar: Cane.....lbs..	561,708	.....	28,316	.....
Tungsten-bearing ore.....tons..	.....	65	.....	82,542
All other articles.....	.....	.....	.....	3,185
Total.....	.....	.....	44,161	122,917

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Imports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
SOUTH AMERICA—Continued.				
BRAZIL.				
Aluminum, crude ..... lbs..	4,396	.....	$1,665	.....
Articles, the growth, produce, and manufacture of the United States, returned	.....	.....	103,927	$77,597
Art works	.....	.....	175,258	205,414
Brass, fit only for remanufacture ..... lbs..	525,898	84,967	128,980	21,120
Breadstuffs:				
Corn ..... bush..	903	136,357	897	146,030
All other	.....	.....	2,768	530
Chemicals, drugs, dyes, and medicines:				
Glycerin, crude ..... lbs..	800,202	644,290	292,597	296,785
Gums	.....	.....	594	1,490
Lactarene or casein ..... lbs..	61,451	181,079	10,248	28,804
Soda, cyanide of ..... lbs..	227,311	.....	38,059	.....
All other chemicals, drugs, dyes, etc	.....	.....	145,390	211,703
Cocoa, or cacao, crude ..... lbs..	51,461,624	91,351,529	4,959,964	8,383,383
Coffee ..... lbs..	907,197,562	743,958,456	85,761,395	60,890,926
Copper, and manufactures of:				
Old and clippings, etc ..... lbs..	681,049	216,804	157,807	57,356
Composition metal, copper chief value ..... lbs..	13,144	.....	3,243	.....
All other	.....	.....	3,891	.....
Cotton, unmanufactured ..... lbs..	77,734	321,060	14,408	111,060
Dyewoods, in a crude state:				
Logwood ..... tons..	134	402	7,339	19,061
All other ..... tons..	2	438	356	11,915
Edible substances, n. e. s	.....	.....	12,028	64
Fertilizers	.....	.....	.....	40,574
Fibers, vegetable, and textile grasses, unmanufactured ..... tons..	143	60	20,933	9,993
Fruits and nuts:				
Fruits	.....	.....	220	40
Nuts—				
Cream and Brazil ..... lbs..	14,627,742	30,392,749	712,433	1,467,209
All other	.....	.....	6,565	8,172
Furs, and manufactures of:				
Furs and fur skins, undressed	.....	.....	7,680	24,136
Furs dressed, and manufactures of	.....	.....	119	68
Glue and glue size ..... lbs..	339,294	73,143	49,467	10,735
Hair, and manufactures of: Unmanufactured—				
Horse ..... lbs..	61,302	2,029	13,199	1,056
Other animal ..... lbs..	81,724	2,289	17,132	952
Hats, bonnets, and hoods, and materials for: Hats, bonnets, and hoods, of straw, grass, etc	.....	.....	5,247	.....
Hides and skins (except fur skins), raw or uncured:				
Calfskins—				
Dry ..... lbs..	465,438	9,908	154,974	3,743
Green or pickled ..... lbs..	26,474	1,157	6,829	498
Cattle—				
Dry, 12 pounds and over ..... lbs..	15,657,811	4,989,881	4,867,338	1,673,840
Green or pickled, 25 pounds and over ..... lbs..	34,260,591	14,223,436	6,518,292	2,604,129
Goatskins—Dry ..... lbs..	4,601,848	3,324,871	4,543,892	3,272,334
Horse, colt, and ass skins—				
Dry ..... lbs..	29,372	.....	10,758	.....
Green or pickled ..... lbs..	195,451	.....	34,577	.....
Sheepskins—				
Dry ..... lbs..	2,311,592	1,346,169	1,341,203	828,810
Green or pickled ..... lbs..	14,883	.....	4,900	.....
All other ..... lbs..	342,563	387,297	148,491	143,443
Hide cuttings, raw, and other glue stock ..... lbs..	118,158	6,273	4,381	401
Household and personal effects, and wearing apparel in use, etc	.....	.....	7,145	4,793
India rubber, etc., and substitutes for: Unmanufactured—				
Balata ..... lbs..	9,557	639	4,296	122
India rubber ..... lbs..	56,818,966	41,277,914	25,654,924	14,307,158
India rubber scrap or refuse, etc ..... lbs..	99,040	789,236	11,802	22,627
Iron, chromate of ..... tons..	.....	12,820	.....	511,055
Iron and steel, and manufactures of	.....	.....	1,834	6,674
Ivory, vegetable ..... lbs..	180,777	745,340	3,272	17,639
Leather and tanned skins, and manufactures of:				
Belting and sole leather	.....	.....	183,015	973
All other	.....	.....	3,975	437
Manganese, oxide of, and ore ..... tons..	541,043	427,267	8,965,110	9,090,380

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Imports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
SOUTH AMERICA—Continued.				
BRAZIL—continued.				
Meat and dairy products:				
Meat products—				
Beef and veal.....lbs..	3,184,084	1,507,719	$323,917	$134,067
Meats, prepared or preserved.....	.....	.....	13,470	606,727
Sausage casings.....	.....	.....	7,955	3,660
All other meat products.....	.....	.....	30,821	24,326
Dairy products.....	.....	.....	2,432	67,402
Metals, metal compositions, and manufactures of:				
Ferro alloys, except ferrosilicon.....tons..	2	1	5,065	229
All other.....	.....	.....	1,410	101
Mica, and manufactures of:				
Unmanufactured.....lbs..	86,124	108,004	44,164	97,231
Cut, split, etc., and all manufactures of.....	.....	.....	10,468	39,415
Minerals, crude.....	.....	.....	6,060	14,296
Monazite sand and thorite.....lbs..	1,079,427	1,122,998	54,519	44,962
Oils: Vegetable—Expressed.....	.....	.....	120,387	496,208
Paper, and manufactures of.....	.....	.....	1,234	2,306
Plants, trees, shrubs, and vines.....	.....	.....	8,291	6,488
Platinum:				
Unmanufactured.....ozs. troy..	103	27	8,797	2,312
Manufactures of.....	.....	.....	300	.....
Plumbago or graphite.....tons..	9	48	2,379	9,427
Precious stones:				
Bort.....	.....	.....	.....	9,847
Diamonds—				
Glaziers' and engravers' unset, and miners'.....	.....	.....	587,379	656,254
Uncut.....	.....	.....	413,149	537,608
Cut but not set.....	.....	.....	12,708	5,974
Other—				
Uncut.....	.....	.....	32,994	21,313
Cut, etc.....	.....	.....	10,943	212
All other.....	.....	.....	160	9,847
Seeds:				
Castor beans or seeds.....bush..	94,148	169,312	202,758	643,684
All other.....	.....	.....	348	654,376
Starch.....lbs..	.....	159,834	.....	15,496
Sugar: Cane.....lbs..	11,025,572	2,849,894	509,749	159,033
Tanning material: Mangrove bark.....tons..	5	270	130	14,580
Tobacco, and manufactures of:				
Leaf.....lbs..	2,096,888	7,158,457	387,985	1,099,974
Manufactures of.....	.....	.....	47	8
Vegetables:				
Beans and lentils.....bush..	610,429	250,066	1,855,644	1,131,949
Peas, dried.....bush..	4,960	3,666	15,305	15,994
Wax:				
Beeswax.....lbs..	506,537	148,569	212,117	47,303
Vegetable.....lbs..	3,963,351	5,099,721	1,330,290	2,121,215
Waste.....	.....	.....	.....	4,513
Wood, and manufactures of:				
Unmanufactured—				
Cabinet woods—				
Cedar.....M ft..	1,578	2,508	88,262	135,377
Mahogany.....M ft..	63	253	2,976	13,409
All other.....	.....	.....	122,729	27,301
All other.....	.....	.....	82	.....
Manufactures of.....	.....	.....	2,211	3,793
Wool: Unmanufactured—				
Class 1—Clothing.....lbs..	4,178	55	1,645	27
Class 3—Carpet.....lbs..	7,760	1,140	1,444	233
Zinc, and manufactures of: Blocks or pigs, and old.....lbs..	19,245	.....	1,651	.....
All other articles.....	.....	.....	79,127	13,223
Total.....	.....	.....	151,638,245	113,511,954
CHILE.				
Antimony ore.....antimony..lbs..	4,235,407	2,529,362	461,462	216,791
Articles, the growth, produce, and manufacture of the United States, returned.....	.....	.....	43,046	85,621
Art works.....	.....	.....	.....	74
Bismuth.....lbs..	18,625	4,159	11,627	8,352
Bones, hoofs, and horns, unmanufactured.....	.....	.....	13,040	.....
Brass, fit only for remanufacture.....lbs..	229,234	11,232	47,367	435

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Imports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
SOUTH AMERICA—Continued.				
CHILE—continued.				
Breadstuffs:				
Corn.....bush..	41,200	.....	$46,350	.....
Oats.....bush..	58	56,793	28	$22,715
All other.....	.....	.....	17,439	123
Chemicals, drugs, dyes, and medicines:				
Argols, or wine lees.....lbs..	727,922	196,357	108,160	39,795
Indigo, natural.....lbs..	.....	1,964	.....	2,450
Iodine, crude or resublimed.....lbs..	1,726,723	200,448	4,380,818	416,774
Potash—				
Nitrate of, or saltpeter, crude.....lbs..	3,467,520	32,080	77,720	1,432
All other salts of.....lbs..	560,000	.....	18,751	.....
Soda, nitrate of.....tons..	1,261,659	1,606,498	44,231,240	70,106,459
All other.....	.....	.....	51,279	21,975
Cocoa, or cacao, crude.....lbs..	.....	301,618	.....	27,866
Coffee.....lbs..	218,688	334,973	26,650	33,536
Copper, in ore, etc.:				
Ore.....copper..lbs..	27,525,119	25,968,150	4,840,321	5,015,241
Concentrates.....copper..lbs..	160,478	.....	40,764	.....
Matte and regulus.....copper..lbs..	9,777,306	9,739,257	2,645,973	2,342,239
Copper, and manufactures of:				
Unrefined, black, etc.....lbs..	129,609,458	139,737,299	35,779,947	36,845,804
Refined, in bars, plates, etc.....lbs..	8,467,225	6,182,841	2,501,685	1,499,618
Old, and clippings.....lbs..	305,872	51,877	63,530	7,843
Composition metal, copper chief value.....lbs..	81,443	18,207	13,544	3,117
Dyewoods.....tons..	48	303	1,200	4,920
Fertilizers:				
All other.....	.....	.....	.....	30,244
Fruits and nuts:				
Fruits.....	.....	.....	96	546
Nuts—				
Walnuts, not shelled.....lbs..	708,842	1,908,959	59,259	187,676
All other.....	.....	.....	1,279	2,350
Furs and fur skins:				
Undressed.....	.....	.....	136,994	766
Dressed and manufactures of.....	.....	.....	481	231
Glue and glue size.....lbs..	739,904	460,990	67,810	50,401
Hair, unmanufactured:				
Horse.....lbs..	219,838	1,874	47,037	462
Other animal.....lbs..	187,752	57,738	24,032	5,195
Hides and skins (except fur skins), raw or uncured:				
Calfskins—				
Dry.....lbs..	67,952	52	29,889	9
Green or pickled.....lbs..	17,890	41,239	5,319	20,134
Cattle hides—				
Dry (12 pounds and over).....lbs..	1,563,910	307,681	398,856	97,659
Green or pickled (25 pounds and over)..lbs..	5,429,354	1,163,530	1,274,726	288,392
Goatskins, dry.....lbs..	143,380	42,099	72,193	26,664
Horse, colt, and ass skins—				
Dry.....lbs..	55,768	20,072	11,927	2,926
Green or pickled.....lbs..	134,353	25,297	18,562	3,380
Sheepskins—				
Dry.....lbs..	3,319,622	621,475	914,663	231,888
Green or pickled.....lbs..	378,221	1,496,141	132,082	666,679
All other.....lbs..	62,987	652	6,104	199
Hide cuttings, raw.....lbs..	288,993	.....	3,841	.....
Honey.....galls..	11,058	24,502	9,717	28,478
Household and personal effects.....	.....	.....	6,843	2,835
India rubber, unmanufactured.....lbs..	748,834	9,055	392,624	3,710
Iron ore.....tons..	42,211	.....	50,145	.....
Lead ore.....lead..lbs..	4,446,678	4,356,603	178,503	183,611
Leather and tanned skins:				
Belting and sole.....	.....	.....	27,250	69,388
All other.....	.....	.....	201	2,801
Meat and dairy products:				
Mutton and lamb.....lbs..	732,080	.....	89,578	.....
Sausage casings.....	.....	.....	140,686	129,975
Cheese, and substitutes for.....lbs..	.....	128,548	.....	41,679
All other.....	.....	.....	78,789	10,085
Minerals:				
Crude.....	.....	.....	3,095	31,638
Manganese, oxide and ore of.....tons..	.....	2,804	18	44,838
All other.....	.....	.....	598	.....
Paper, books, and other printed matter.....	.....	.....	7,640	1,110

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Imports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
SOUTH AMERICA—Continued.				
CHILE—continued.				
Platinum:				
Unmanufactured....oz..	766	3	$61,912	$300
Manufactures of			1,069	
Seeds: Grass—Clover, red....lbs..	135,779	22,440	18,943	4,947
Tanning materials, crude: Quebracho wood....tons..	2,240		37,445	
Tobacco leaf....lbs..		52,690		3,688
Tin:				
Bars, blocks, etc....lbs..	68,137	284,097	24,401	139,665
Ore....tons..	4,945	12,918	2,708,373	9,216,619
Tungsten-bearing ore....tons..	1,407	1,358	2,013,411	1,364,461
Vegetables:				
Beans and lentils....bush..	739,477	338,039	3,369,812	2,013,368
Peas, dried....bush..	144,003	67,218	531,165	254,945
Prepared or preserved			15,866	
Wax:				
Beeswax....lbs..	465,646	145,210	157,212	57,971
Vegetable....lbs..	20,415	8,320	8,063	3,287
Wool, hair of the Angora goat, etc.: Unmanufactured—				
Class 1—Clothing....lbs..	12,134,230	12,069,231	4,133,625	5,807,669
Class 2—Combing....lbs..		156,373		95,048
Class 3—Carpet....lbs..	3,250,229	5,231,980	1,059,141	2,923,202
Hair of the Angora goat, alpaca, and other like animals....lbs..		3,855		3,937
Zinc ore and calamine....lbs..		2,297,316		49,560
Pigs....lbs..	3,684	668	485	38
All other articles			35,429	256,704
Total			113,789,130	141,075,704
COLOMBIA.				
Animals, all other (including fowls and live poultry)..			7,561	2,523
Articles specially imported:				
Specimens of natural history, etc			1,627	6,883
All other			343	200
Articles, the growth, produce, and manufacture of the United States, returned			45,432	39,448
Art works:				
The production of American artists			840	
All other			3,800	200
Breadstuffs:				
Corn....bush..		23,426		27,303
All other				152
Chemicals, drugs, dyes, and medicines:				
Extracts for tanning....lbs..	2,295,932	611,833	142,064	37,182
Gum—				
Chicle....lbs..	2,010	9,694	515	4,143
All other				43,770
Indigo....lbs..	4,498	806	6,128	812
All other			98,368	131,731
Cocoa, or cacao, crude....lbs..	422,777	1,000,740	50,463	99,590
Coffee....lbs..	150,591,659	112,159,390	17,971,874	13,108,462
Copper:				
Ore....copper..lbs..	297,491	919,373	58,270	537,935
Manufactures of—				
Unrefined black, blister, and converter copper, in bars, pigs, or other forms....lbs..	7,757	3,122	1,409	668
Old, and clippings for remanufacture....lbs..	41,939	22,990	4,477	4,025
Cotton, and manufactures of:				
Unmanufactured....lbs..	700	107,589	115	25,229
Manufactures of—				
Waste or flocks....lbs..	42,757		2,109	
All other			218	102
Dyewoods in a crude state....tons..	585	326	7,981	8,014
Fibers, vegetable and textile grasses:				
Unmanufactured—				
Hemp....tons..		24		8,148
Sisal grass....tons..		49		13,421
All other....tons..	8	8	2,920	2,151
Fruits and nuts:				
Fruits—				
Bananas....bunches..	3,578,500	5,191,000	1,789,713	2,597,498
All other			5,496	907

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Imports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
SOUTH AMERICA—Continued.				
COLOMBIA—continued.				
Fruits and nuts—Continued.				
Nuts—				
Almonds—Shelled ..... lbs..	13,889	.....	$3,208	.....
Coconuts, in the shell	.....	.....	94,952	$38,711
Coconut meat, broken, or copra—				
Not shredded, desiccated, or prepared ..... lbs..	703,485	7,562	41,800	486
Shredded, dessicated, or prepared ..... lbs..	.....	39,000	.....	1,685
All other	.....	.....	.....	115
Hair, unmanufactured:				
Horse ..... lbs..	9,143	7,029	2,122	1,631
Other animal ..... lbs..	1,010	105	276	18
Hats, bonnets, and hoods, composed of straw, chip, grass, palm leaf, etc	.....	.....	828,954	677,516
Hides and skins (except fur skins), raw or uncured:				
Calfskins—				
Dry ..... lbs..	50,407	36,766	15,120	10,779
Green or pickled ..... lbs..	743	467	171	107
Cattle hides—				
Dry ..... lbs..	14,789,299	13,452,242	4,102,029	4,624,247
Green or pickled ..... lbs..	550,742	384,856	128,506	92,750
Goatskins, dry ..... lbs..	316,938	236,799	134,485	106,356
Sheepskins, dry ..... lbs..	7,080	17,357	3,988	5,035
All other ..... lbs..	5,540	90,847	2,430	11,585
Household and personal effects, and wearing apparel in use	.....	.....	1,302	877
India rubber, gutta-percha, and substitutes for:				
Unmanufactured—				
Balata ..... lbs..	540,616	495,468	243,322	213,828
Gutta-percha ..... lbs..	.....	1,104	.....	207
India rubber ..... lbs..	1,317,509	1,042,697	492,432	436,423
All other ..... lbs..	.....	29,047	.....	8,401
Manufactures of, india rubber	.....	.....	2,535	2,900
Substitutes, elasticon, and similar	.....	.....	1,521	.....
Iron and steel, manufactures of	.....	.....	2,194	9,195
Ivory, vegetable (tagua nuts) ..... lbs..	14,423,369	9,206,278	494,806	317,387
Minerals, crude, n. e. s	.....	.....	1,677	17,094
Oils:				
Animal—fish and other ..... galls..	8,000	.....	4,650	.....
Vegetable—				
Expressed	.....	.....	.....	3,819
Distilled and essential	.....	.....	239	80
Paraffin (not including oil) ..... lbs..	.....	41,000	.....	7,370
Plants, trees, shrubs, and vines	.....	.....	24,861	10,659
Platinum:				
Unmanufactured ..... ozs. troy..	21,071	25,365	1,524,039	2,112,211
Manufactures of—Ingots, bars, plates, etc. ozs. troy..	207	1,665	12,383	129,533
Seeds	.....	.....	700	7,984
Spices ..... lbs..	27,725	.....	2,967	.....
Sugar: Cane ..... lbs..	7,605,556	2,052,827	370,141	86,856
Tanning materials, crude:				
Mangrove bark ..... tons..	442	33	9,169	975
Quebracho wood ..... tons..	170	.....	2,887	.....
All other	.....	.....	.....	730
Tobacco: Leaf—				
Suitable for cigar wrappers ..... lbs..	46,809	.....	5,094	.....
All other ..... lbs..	1,038,399	1,312,992	108,872	164,845
Vegetables:				
Beans and lentils ..... bush..	42	1,904	500	9,825
All other in their natural state	.....	.....	.....	942
Wood, and manufactures of:				
Unmanufactured—				
Cabinet woods—				
Cedar ..... M ft..	847	804	49,158	60,365
Mahogany ..... M ft..	413	939	30,686	59,118
All other	.....	.....	492	70
All other unmanufactured	.....	.....	6	.....
Manufactures of—				
Boards, planks, deals, and other sawed lumber ..... M ft..	38	2	1,520	120
All other	.....	.....	12	1,000
Zinc, and manufactures of:				
Ore and calamine ..... zinc.. lbs..	10,949	.....	268	.....
Blocks or pigs, and old ..... lbs..	114,760	18,043	4,900	575
All other articles	.....	.....	13,605	41,081
Total	.....	.....	28,965,920	25,975,988

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Imports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
SOUTH AMERICA—Continued.				
ECUADOR.				
Articles, the growth, produce, and manufacture of the United States, returned			$8,940	$11,787
Art works			15,000	10
Bone, hoofs, and horns, unmanufactured			2,174	
Chemicals, drugs, dyes, and medicines:				
Extracts for tanning.....lbs.	10,887	140,855	2,538	6,562
Gums				11,916
Lactarene or casein.....lbs.		540,197		59,207
All other chemicals, drugs, dyes, etc			12,893	10,253
Cocoa or cacao, crude.....lbs.	67,227,698	76,786,657	8,178,778	7,975,868
Coffee.....lbs.	420,042	72,324	43,461	8,439
Copper, and manufactures of: Old and clippings, for remanufacture.....lbs.	2,381	429	991	45
Cotton, unmanufactured.....lbs.	28,149	152,561	6,547	65,918
Fibers, vegetable, and textile grasses, and manufactures of n. e. s.:				
Unmanufactured—Kapoc.....tons.	79	5	27,904	1,585
All other.....tons.	10	4	2,363	809
Fruits and nuts: Olives.....galls.		27,175		15,398
Hats, bonnets, and hoods, and materials for			577,762	448,754
Hides and skins (except fur skins), raw or uncured:				
Calfskins—Dry.....lbs.	12,641	21,362	3,857	6,050
Cattle hides—				
Dry (12 pounds and over).....lbs.	2,415,142	2,185,550	563,300	556,379
Green or pickled (25 pounds or over).....lbs.	24,030	76,002	3,095	14,796
Goatskins—Dry.....lbs.	35,976	34,454	11,394	10,132
Horse and ass skins—Dry.....lbs.		474		86
Sheepskins—Dry.....lbs.	4,756	82,844	1,605	18,799
All other.....lbs.	3,060	140,795	730	23,856
India rubber, etc.:				
Balata.....lbs.	10,510	3,150	3,908	1,490
India rubber, crude.....lbs.	756,822	631,107	296,208	256,526
India rubber, scrap or refuse, fit only for remanufacture.....lbs.	1,417		80	
Iron and steel, and manufactures of			3,702	7,976
Ivory: Vegetable (tagua nuts).....lbs.	25,499,246	22,636,940	618,031	642,691
Leather and tanned skins			66,671	67,515
Meat and dairy products: Cheese and substitutes for.....lbs.		105,106		34,216
Sugar cane.....lbs.		4,780,596		239,035
Tungsten-bearing ore.....tons.	5	10	5,300	12,559
Wool, hair of the camel, goat, alpaca, and other like animals: Unmanufactured—Wool of the sheep, hair of the camel, and other like animals—				
Class 1—Clothing.....lbs.	414,643	1,001,484	84,520	204,173
Class 2—Combing.....lbs.	60,847		11,973	
Class 3—Carpet.....lbs.	595,255	674,814	110,396	160,426
All other articles			3,662	14,712
Total			10,667,783	10,887,968
FALKLAND ISLANDS.				
Oils: Animal, fish and other.....galls.		940,050		390,000
Whalebone, unmanufactured.....lbs.		22,400		10,000
Total				400,000
GUIANA—BRITISH.				
Articles, the growth, produce, and manufacture of the United States, returned			13,059	12,247
Clays or earths: Common blue, and bauxite crude.....tons.	980	1,866	3,577	6,811
Cocoa or cacao, crude.....lbs.		12,810		1,409
Coffee.....lbs.	210,867	161,239	29,090	21,245
Fruits and nuts: Nuts—				
Coconuts in the shell			8,468	26,562
Coconut meat, broken, or copra—Not shredded, desiccated, or prepared.....lbs.	7,776	73,783	467	6,525
Hides and skins (except fur skins), raw or uncured:				
Cattle hides—Dry (12 pounds and over).....lbs.	14,990	8,856	2,568	1,361
All other.....lbs.	8,342	31,447	1,217	5,110
India rubber: Unmanufactured—				
Balata.....lbs.	235,598	236,286	150,102	184,202
India rubber.....lbs.	37,735	60,646	23,543	42,885

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Imports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
SOUTH AMERICA—Continued.				
GUIANA—BRITISH—continued.				
Oils:				
Vegetable—				
Expressed—Coconut ..... lbs.	.....	232,690	.....	$38,165
Distilled and essential	.....	.....	$205	10,755
Sugar: Cane ..... lbs.	16,945,452	1,952	737,456	103
Wood, and manufactures of:				
Unmanufactured—				
Cabinet woods	.....	.....	1,490	1,190
All other	.....	.....	453	.....
Manufactures of—Lumber—				
Boards, planks, deals, and other sawed lumber ..... M ft.	17	.....	1,320	.....
All other	.....	.....	7	5
All other articles	.....	.....	3,429	5,427
Total	.....	.....	976,451	364,002
GUIANA—DUTCH.				
Articles, the growth, produce, and manufacture of the United States, returned	.....	.....	4,433	9,921
Chemicals, drugs, dyes and medicines	.....	.....	531	13,318
Cocoa, or cacao, crude ..... lbs.	4,100,961	3,572,561	492,163	370,680
Coffee ..... lbs.	.....	8,038	.....	1,155
Hides and skins (except fur skins), raw or uncured:				
Cattle hides—				
Dry (12 pounds and over) ..... lbs.	24,046	21,896	6,078	6,049
Green or pickled (25 pounds or over) ..... lbs.	14,868	13,300	2,266	2,916
Goatskins—Dry ..... lbs.	.....	54,022	.....	50,503
Sheepskins—Dry ..... lbs.	40	12,692	12	5,468
All other ..... lbs.	316	760	83	138
India rubber: Unmanufactured—				
Balata ..... lbs.	588,468	362,544	398,670	272,727
India rubber ..... lbs.	38,766	8,239	23,639	5,525
Silk, manufactures of: Fabrics woven in the piece	.....	.....	.....	17,409
Sugar: Cane ..... lbs.	15,595,072	3,599,872	692,382	177,072
Wood, and manufactures of:				
Unmanufactured—				
Cabinet woods—				
Cedar ..... M ft.	376	417	13,828	20,504
All other	.....	.....	6,259	4,595
All other	.....	.....	2,144	3,291
Manufactures of	.....	.....	.....	295
All other articles	.....	.....	6,049	10,829
Total	.....	.....	1,648,537	972,395
GUIANA—FRENCH.				
Articles specially imported: Specimens of natural history	.....	.....	.....	3,087
Articles, the growth, produce, and manufacture of the United States, returned	.....	.....	30	1,033
Chemicals	.....	.....	5	871
Fruits	.....	.....	24	.....
Wood, manufactures of	.....	.....	5	.....
Total	.....	.....	64	4,991
PARAGUAY.				
Chemicals, drugs, dyes, and medicines: Tanning extracts, all other	.....	.....	.....	418
Earthen, stone, and china ware: Earthen and crockery ware—Decorated or ornamented	.....	.....	22	.....
Fibers, vegetable, and textile grasses, manufactures of, n. e. s	.....	.....	15	.....
Hair, unmanufactured—Horse ..... lbs.	8,127	.....	1,996	.....
Hides, and skins (except fur skins):				
Cattle, dry, 12 pounds and over ..... lbs.	.....	28,385	.....	8,876
Sheepskins, dry ..... lbs.	.....	4,714	.....	1,320
India rubber, gutta percha and substitutes for, crude:				
India rubber ..... lbs.	.....	7,938	.....	3,105
Oils: Vegetable—Distilled and essential	.....	.....	63,668	56,078
Silk, manufactures of: Laces and embroideries	.....	.....	294	.....
Wood, manufactures of	.....	.....	8	.....
Total	.....	.....	66,003	69,797

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Imports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
SOUTH AMERICA—Continued.				
PERU.				
Antimony: Ore.....lbs..	39,087	27,226	$5,378	$2,180
Articles specially imported—Articles temporarily imported for export within 6 months	.....	.....	550	336
Articles the growth, produce, and manufacture of the United States, returned	.....	.....	92,481	20,807
Art works	.....	.....	472	6,765
Brass, fit only for remanufacture.....lbs..	6,823	138	880	18
Chemicals, drugs, dyes, and medicines:				
Cinchona bark, etc.....lbs..	927	100,646	124	34,235
Coal-tar distillates, preparations, or products—				
Colors or dyes	.....	.....	6,456	.....
Glycerin, crude.....lbs..	13,693	.....	2,930	.....
Soda, cyanide of.....lbs..	8,234	.....	2,190	.....
Nitrate of.....tons..	.....	500	.....	17,434
All other	.....	.....	73,377	213,083
Cocoa or cacao, crude.....lbs..	159,100	26,500	18,708	2,715
Coffee.....lbs..	58,011	42,642	6,845	3,022
Copper:				
Ore.....contents..lbs..	3,944,903	2,921,794	833,085	673,022
Concentrates.....contents..lbs..	440,920	31,312	60,778	6,515
Matte and regulus, coarse metal and cement .....contents..lbs..	1,295,673	578,169	306,939	133,631
Unrefined, black, blister, and converter copper, in bars, pigs, or other forms.....lbs..	86,189,834	88,170,631	20,684,121	21,225,257
Copper, refined in bars, plates, etc.....lbs..	.....	3,720,977	.....	1,042,901
Old, and clippings for remanufacture.....lbs..	73,633	46,035	15,927	9,172
Composition metal, copper chief value.....lbs..	36,895	33,794	6,184	3,050
Cotton, and manufactures of:				
Unmanufactured.....lbs..	5,885,836	9,417,672	1,238,531	4,195,496
Manufactures of	.....	.....	5	5
Fertilizers: Potash, n. e. s.—Sulphate of.....tons..	.....	2	.....	748
Fibers, vegetable, and textile grasses, and manufactures of, n. e. s.: Unmanufactured.....tons..	5	53	876	12,458
Fruits and nuts: Olives.....galls..	271	49,905	223	37,796
Furs, and manufactures of:				
Furs, and fur skins, undressed	.....	.....	4,194	1,396
Furs, dressed, and manufactures of	.....	.....	957	301
Hair: Unmanufactured—				
Horse.....lbs..	6,767	4,270	3,298	1,169
Other animal.....lbs..	3,004	2,364	617	519
Hats, bonnets, and hoods, and materials for	.....	.....	126,610	100,343
Hides and skins (except fur skins), raw or uncured:				
Calfskins—Dry.....lbs..	16,521	20,253	7,517	5,659
Cattle hides—				
Dry (12 pounds and over).....lbs..	3,767,861	3,077,843	869,624	754,667
Green or pickled (25 pounds or over).....lbs..	1,939,769	1,009,178	453,318	211,805
Goatskins—Dry.....lbs..	1,428,156	708,268	522,706	290,271
Horse, colt, and ass skins—Dry.....lbs..	86,484	4,257	14,340	1,045
Sheepskins—				
Dry.....lbs..	973,293	786,674	282,245	227,187
Green or pickled.....lbs..	410	34,542	259	7,949
All other.....lbs..	1,923	29,818	509	10,758
Household and personal effects, and wearing apparel in use	.....	.....	6,952	24,968
India rubber, etc.: Unmanufactured—				
Balata.....lbs..	8,800	.....	4,400	.....
Gutta-percha.....lbs..	1,881	.....	1,275	.....
India rubber.....lbs..	2,516,729	3,565,094	1,227,776	1,471,823
Ivory: Vegetable (tagua nuts).....lbs..	904,362	675,580	26,450	20,149
Lead, and manufactures of:				
Lead ore and base bullion—				
Lead ore.....contents..lbs..	771,472	277,113	38,804	20,520
Bullion and base bullion.....contents..lbs..	117,410	263,792	5,913	17,748
Pigs, bars, and old.....lbs..	10,012	8,936	557	581
Leather and tanned skins, and manufactures of:				
Leather and tanned skins	.....	.....	3,323	8,982
Manufactures of	.....	.....	1,218	15
Metals, metal compositions, and manufactures of, n. e. s	.....	.....	6,710	.....
Minerals, crude, n. e. s	.....	.....	42,211	77,467
Oil cake.....lbs..	4,239,533	12,937,152	45,552	214,515

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Imports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
SOUTH AMERICA—Continued.				
PERU—continued.				
Oils:				
Mineral—Crude.....galls..	6,009,717	907	$261,039	[illegible]
Refined—				
Benzine, gasoline, and naphtha.....galls..	10,741,648	7,791,091	1,395,453	1,113,[illegible]
All other.....galls..	2,147,984	72	146,514	[illegible]
Vegetable, expressed—Olive, edible.....galls..	.....	4,522	.....	13,[illegible]
Photographic goods: Motion picture films—Negatives.....lin. ft..	.....	3,900	.....	[illegible]
Seeds:				
Grass—Clover—Red.....lbs..	43,898	.....	6,186	.....
All other.....	.....	.....	37	2,[illegible]
Spirits: Spirits distilled—				
Brandy.....pf. galls..	983	7	2,417	[illegible]
All other.....pf. galls..	235	.....	618	.....
Sugar: Cane.....lbs..	80,307,104	43,962,088	3,576,707	2,086,[illegible]
Tin:				
Bars, blocks, pigs, or grain or granulated.....lbs..	24,767	259,651	6,688	95,[illegible]
Ore.....tons..	41	1,335	18,115	673,[illegible]
Tungsten-bearing ore.....tons..	1,092	1,528	1,073,001	1,455,[illegible]
Vegetables:				
Beans and lentils.....bush..	32,736	17,865	103,040	82,[illegible]
Peas, dried.....bush..	8,119	.....	13,704	.....
Wax: Beeswax.....lbs..	22,221	10,808	5,411	3,[illegible]
Wood, and manufactures of: Unmanufactured—				
Rattans and reeds.....	.....	.....	150	.....
Manufactures of.....	.....	.....	29	.....
Wool, hair of the camel, goat, alpaca, and other like animals, and manufactures of:				
Unmanufactured—				
Wool of the sheep, hair of the camel, and other like animals—				
Class 1—Clothing.....lbs..	2,232,562	4,643,618	752,661	2,222,[illegible]
Class 2—Combing.....lbs..	143,519	329,743	44,180	111,[illegible]
Class 3—Carpet.....lbs..	3,663,191	3,130,549	1,116,251	1,569,[illegible]
Hair of the Angora goat, alpaca, and other like animals.....lbs..	2,101,127	1,330,635	790,434	712,[illegible]
Manufactures of.....	.....	.....	623	8,[illegible]
Zinc, and manufactures of:				
Ore and calamine.....contents..lbs..	32,946	.....	2,720	.....
Blocks, or pigs, and old.....lbs..	.....	2,364	.....	[illegible]
All other articles.....	.....	.....	8,613	293,[illegible]
Total.....	.....	.....	36,379,016	41,580,[illegible]
URUGUAY.				
Articles specially imported.....	.....	.....	50	.....
Articles, the growth, produce, and manufacture of the United States, returned.....	.....	.....	19,575	26,[illegible]
Bismuth.....lbs..	2,324	.....	4,067	.....
Blood, dried.....	.....	.....	50,803	107,[illegible]
Bones, hoofs, and horns, unmanufactured.....	.....	.....	110,401	160,[illegible]
Chemicals, drugs, dyes, and medicines:				
Extracts for tanning—Quebracho.....lbs..	.....	5,940,507	.....	256,[illegible]
Glycerin, crude.....lbs..	34,926	31,658	8,520	7,[illegible]
Lactarene or casein.....lbs..	.....	330,690	.....	50,[illegible]
All other.....	.....	.....	6,261	2,[illegible]
Coffee.....lbs..	58,011	200,398	6,845	24,[illegible]
Feathers, etc., natural and artificial: Feathers and downs, crude, etc.—Ostrich.....	.....	.....	17,689	11,[illegible]
Fertilizers:				
Bone dust, bone ash, and bone meal.....tons..	746	552	21,453	20,[illegible]
All other substances, used only as fertilizers.....	.....	.....	103,231	117,[illegible]
Furs, and manufactures of: Furs, and fur skins, undressed.....	.....	.....	16,803	35,[illegible]
Grease, and oils, n. e. s.....lbs..	195,887	205,210	16,520	32,[illegible]
Hair, and manufactures of: Unmanufactured—				
Horse.....lbs..	361,364	144,836	83,762	35,[illegible]
Other animal.....lbs..	114,511	.....	27,205	.....
Hides and skins (except fur skins), raw or uncured:				
Calfskins—				
Dry.....lbs..	1,277,206	214,885	569,519	88,[illegible]
Green or pickled.....lbs..	488,198	165,092	128,386	42,[illegible]
Cattle hides—				
Dry (12 pounds and over).....lbs..	11,257,465	1,618,276	3,855,913	464,[illegible]
Green or pickled (25 pounds or over).....lbs..	26,881,335	24,074,951	6,528,834	6,061,[illegible]

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Imports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
SOUTH AMERICA—Continued.				
URUGUAY—continued				
Hides and skins, etc.—Continued.				
Goatskins—Dry.....lbs..	8,740	12,000	$5,147	$5,400
Horse, colt, and ass skins—Dry.....lbs..	428,622	2,000	160,542	151
Sheepskins—				
Dry.....lbs..	3,815,800	1,027,412	1,036,028	372,040
Green or pickled.....lbs..	1,285,769	536,677	368,348	110,564
All other.....lbs..	92	25	46	12
Hide cuttings, raw, and other glue stock.....lbs..	3,409,550	3,623,454	83,851	82,653
India rubber, etc.: Unmanufactured—India rubber.....lbs..	89,921	53,892	53,015	33,520
Leather and tanned skins:				
Belting and sole leather.....	.....	.....	1,000	.....
Patent, japanned, varnished, or enameled.....	.....	.....	2,850	.....
Upper leather, dressed—Sheep and lamb.....	.....	.....	12,096	.....
All other.....	.....	.....	.....	3,772
Meat and dairy products:				
Meat products—				
Fresh meats—				
Beef and veal.....lbs..	86,662	13,120	8,452	2,333
Mutton and lamb.....lbs..	34,700	.....	3,617	.....
Meats, prepared or preserved.....	.....	.....	227,262	1,437,378
Sausage casings.....	.....	.....	75,875	11,774
All other.....	.....	.....	491,644	2,268,742
Dairy products—				
Butter and substitutes for.....lbs..	.....	33,608	.....	11,382
Cheese and substitutes for.....lbs..	.....	6,791	.....	3,145
Oils: Animal and fish.....galls..	.....	12,971	.....	20,287
Oleo stearin.....lbs..	161,744	1,022,356	28,705	178,136
Seeds: Flaxseed or linseed.....bush..	16,927	.....	24,032	.....
Tin ore.....tons..	120	.....	70,078	.....
Vegetables: Beans and lentils.....bush..	2,506	.....	5,442	.....
Wool, hair of the camel, goat, alpaca, and other like animals, and manufactures of:				
Unmanufactured—Wool of the sheep, hair of the camel, and other like animals—				
Class 1—Clothing.....lbs..	33,304,462	17,785,170	14,753,234	10,828,481
Class 2—Combing.....lbs..	29,410	90,383	14,055	48,159
Class 3—Carpet.....lbs..	2,849,788	830,256	1,398,421	541,420
Manufactures of—Tops.....lbs..	4,810	.....	5,214	.....
All other articles.....	.....	.....	1,841	25,703
Total.....	.....	.....	30,406,532	23,530,682
VENEZUELA.				
Articles specially imported—Articles temporarily imported for export within six months.....	.....	.....	.....	5,737
Articles, the growth, produce, and manufacture of the United States, returned.....	.....	.....	29,605	59,523
Art works:				
The production of American artists.....	.....	.....	10,553	.....
All other.....	.....	.....	2,409	.....
Asphaltum and bitumen.....tons..	51,136	50,451	258,205	255,510
Bones, hoofs, and horns, unmanufactured.....	.....	.....	11,271	7,132
Breadstuffs:				
Corn.....bush..	.....	417,672	.....	607,148
Wheat.....bush..	.....	4,800	.....	4,981
Chemicals, drugs, dyes, and medicines:				
Gums—				
Chicle.....lbs..	137,976	344,396	23,324	79,325
All other.....	.....	.....	7,515	50,009
All other chemicals.....	.....	.....	304,669	146,223
Cocoa, or cacao, crude.....lbs..	16,493,654	20,829,600	2,199,244	2,391,358
Cocoa and chocolate, prepared, etc. (not including confectionery).....lbs..	22,185	8,581	4,375	1,703
Coffee.....lbs..	58,050,584	50,122,484	6,415,361	5,351,110
Copper, in ore:				
Ore.....copper..lbs..	1,594,166	3,460,674	418,300	722,507
Matte and regulus, coarse metal, and cement.....copper..lbs..	361,760	321,487	68,293	62,174
Copper, and manufactures of Old, and clippings, etc.....lbs..	171,180	91,991	20,776	10,980
Dyewoods, in a crude state:				
Logwood.....tons..	41	20	613	600
All other.....tons..	198	736	3,473	30,554

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Imports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
SOUTH AMERICA—Continued.				
VENEZUELA—continued.				
Fertilizers:				
Bone dust.....tons..	1	196	$44	$3,383
Guano.....tons..	713	3,711	12,964	50,533
All other.....	.....	.....	103,701	153,582
Fibers, vegetable, and textile grasses and manufactures of, n. e. s.: All other.....tons..	.....	73	.....	8,985
Fish sounds.....lbs..	157,023	158,785	37,404	34,200
Fruits and nuts:				
Coconut meat, broken, or copra, etc.....lbs..	75,960	6,322	5,545	213
All other.....	.....	.....	482	9,661
Furs and fur skins, undressed.....	.....	.....	10,348	23
Hats, bonnets, and hoods, and materials for: Hats, bonnets, and hoods, of straw, chip, etc.....	.....	.....	1,609	2,854
Hides and skins:				
Calfskins—Dry.....lbs..	76,548	17,564	23,969	4,959
Cattle hides—				
Dry, 12 pounds and over.....lbs..	6,456,416	3,727,780	2,046,239	1,116,331
Green or pickled, 25 pounds and over.....lbs..	1,596,700	1,044,633	272,720	70,932
Goatskins—Dry.....lbs..	1,817,928	1,266,543	822,821	415,607
Sheepskins—Dry.....lbs..	4,112	4,186	913	1,325
All other.....lbs..	364,028	266,388	75,885	55,235
Hide cuttings, raw, and other glue stock.....lbs..	56,439	15,884	3,518	864
Household and personal effects, and wearing apparel in use.....	.....	.....	1,462	11,104
India rubber, gutta-percha, etc., unmanufactured:				
Balata.....lbs..	692,606	328,831	341,220	178,560
Guayule gum.....lbs..	8,984	.....	3,985	.....
India rubber.....lbs..	513,006	456,427	249,867	214,783
India rubber scrap or refuse.....lbs..	17,557	3,759	703	470
Iron and steel, and manufactures of.....	.....	.....	2,396	2,051
Ivory, vegetable (Tagua nuts).....lbs..	51,874	939,770	1,424	16,962
Oil cake.....lbs..	.....	6,166,332	.....	76,323
Oils: Vegetable expressed—Coconut oil.....lbs..	.....	80,555	.....	14,106
Photographic goods: Motion-picture films—Positives .....lin. ft..	77,860	12,900	2,624	2,500
Plants, trees, shrubs, and vines.....	.....	.....	13,353	3,446
Platinum, unmanufactured.....oz. troy..	22	162	1,791	12,960
Precious and semiprecious stones, and imitations of:				
Pearls, and parts of, not strung, etc.....	.....	.....	1,409	1,373
Seeds: Castor beans or seeds.....bush..	540	14,367	821	41,082
Sugar and molasses:				
Cane.....lbs..	26,066,996	18,732,687	1,126,788	877,195
Molasses.....galls..	.....	180,682	.....	4,616
Tobacco:				
Unmanufactured.....lbs..	30,690	12,718	2,144	4,063
Manufactures of.....	.....	.....	1,414	20,629
Vegetables:				
Beans and lentils.....bush..	20,052	12,502	48,446	31,012
Peas, dried.....bush..	240	4,794	944	14,691
Wood:				
Unmanufactured—Cabinet woods.....	.....	.....	12,416	8,115
Manufactures of.....	.....	.....	.....	5
Wool, etc., and manufactures of.....	.....	.....	1,950	2,433
All other articles.....	.....	.....	7,262	33,978
Total.....	.....	.....	15,018,567	13,287,738
ASIA.				
ADEN.				
Bones, horns, and hoofs, unmanufactured.....	.....	.....	973	.....
Chemicals, drugs, dyes, and medicines:				
Gums.....	.....	.....	5,430	6,342
All other.....	.....	.....	9,167	36,087
Coffee.....lbs..	652,575	.....	107,041	.....
Furs and fur skins: Undressed.....	.....	.....	502	49
Hair, unmanufactured: Horse.....lbs..	.....	3,873	.....	4,153
Hair, manufactures of: Human, cleaned.....	.....	.....	.....	445
Hides and skins (except fur skins):				
Cattle hides—Dry (12 pounds and over).....lbs..	18,651	.....	4,082	.....
Goatskins—Dry.....lbs..	3,499,925	2,031,272	1,323,007	958,004
Sheepskins—Dry.....lbs..	1,689,783	909,940	674,405	353,815
India rubber, crude.....lbs..	958	.....	479	.....
Iron and steel, and manufactures of.....	.....	.....	.....	2,150

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Imports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
ASIA—Continued.				
ADEN—continued.				
Shells, and manufactures of: Mother-of-pearl				$17,842
Tobacco, and manufactures of: Leaf, all other...lbs.		229,884		137,629
Wool, manufactures of: Carpets and rugs, woven whole...sq. yds.		45		89
Total			$2,125,086	1,516,605
CHINA.				
Animals: All other (including live poultry)			5,342	5,075
Antimony:				
Ore...contents..lbs.	3,555,993	1,716,424	427,939	121,136
Matte, regulus, or metal...lbs.	9,347,571	11,352,167	1,109,326	1,330,050
Articles specially imported:				
Articles temporarily imported for export within 6 months			88	
For manufacture in bonded warehouse and export			12,919	60,214
Philosophical and scientific apparatus			71	
Specimens of natural history			195	29
Works of art for exhibition, presentation to public institutions, etc			1,055	80
Articles, the growth, produce, and manufacture of the United States, returned			331,234	68,110
Art works			562,373	458,260
Beads and bead ornaments			8,790	19,023
Bone, hoofs, and horns, and manufactures of			2,062	1,534
Brass, fit only for remanufacture...lbs.		67,200		9,533
Breadstuffs:				
Farinaceous substances, and preparations of (sago, tapioca, etc.)			61,872	79,990
Macaroni, vermicelli, and all similar preparations...lbs.	78,571	78,814	6,651	9,773
Rice—				
Uncleaned (including paddy)...lbs.	295,040		7,955	
Cleaned...lbs.	50,783,593	115,273,999	1,553,771	3,950,504
Rice flour, rice meal, and broken rice...lbs.	10,425,256	16,865,955	202,244	464,614
All other			1,796	1,065
Bristles:				
Not sorted, bunched, or prepared...lbs.	11,071	19,300	9,259	18,550
Sorted, bunched, or prepared...lbs.	2,373,758	2,856,776	1,718,548	2,555,730
Bronze, manufactures of			6,423	2,465
Brushes, feather dusters, and hair pencils			11,305	16,138
Buttons, and parts of			1,751	3,209
Chemicals, drugs, dyes, and medicines:				
Cinchona bark, etc...lbs.		191,185		47,856
Coal-tar distillates, preparations, or products—Colors or dyes			44,591	8,818
Gums—				
Camphor, crude, natural...lbs.	185,772	316,926	57,777	166,884
Camphor, refined and synthetic...lbs.	30,000		11,101	
All other			3,514	52
Indigo...lbs.	9,333		12,133	
Licorice root...lbs.	3,644,203	4,300,302	191,590	278,174
Preparations, medicinal			8,380	24,852
Soda, salts of			30,064	
All other chemicals, drugs, dyes, etc			1,934,635	4,644,571
Copper, and manufactures of:				
Unrefined black, blister, and converter copper in bars, pigs, or other forms...lbs.	448,000		75,143	
Refined copper in bars, plates, rods, or other forms...lbs.	336,000		84,000	
All other			1,274	2,205
Cotton and manufactures of:				
Unmanufactured...lbs.	16,760,960	21,899,516	2,180,510	5,304,448
Manufactures of—				
Cloths...sq. yds.	435	10,315	41	4,474
Laces, embroideries, etc., and articles made thereof (except wearing apparel)—				
Embroideries, including edgings, insertings, and galloons			9,230	27,093
Laces and lace articles, including edgings, insertings, and galloons—				
Handmade			113,467	362,413
All other			36,058	256,315
All other			1,617	40,254

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Imports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
ASIA—Continued.				
CHINA—continued.				
Cotton and manufactures of—Continued.				
Manufactures of—Continued.				
Plushes, velvets, etc.....sq. yds..	41	1,155	$21	$926
Waste or flocks.....lbs..	2,465,811	516,073	142,314	41,212
Wearing apparel—				
Knit goods.....	.....	.....	1,478	101
All other.....	.....	.....	10,930	29,092
All other manufactures of.....	.....	.....	8,632	7,399
Dice, draughts, chessmen, etc.....	.....	.....	1,630	1,299
Earthen, stone, and china ware:				
China, porcelain, etc.—Not decorated.....	.....	.....	639	944
China, porcelain, etc.—Decorated.....	.....	.....	65,255	85,566
Earthen and crockery ware—Decorated.....	.....	.....	5,233	4,454
All other.....	.....	.....	9,178	8,295
Edible substances, n. e. s.....	.....	.....	11,798	19,284
Eggs of poultry.....doz..	464,568	479,617	83,135	103,122
Eggs, dried, frozen, etc.....lbs..	9,094,003	14,024,349	1,615,379	3,967,516
Explosives.....	.....	.....	377,766	81,582
Fans:				
Common palm leaf.....doz..	258,369	117,714	40,661	23,876
All other.....	.....	.....	2,474	2,148
Feathers, etc., natural and artificial:				
Feathers and downs, crude, etc.....	.....	.....	408,754	761,917
Feathers, etc., dressed, colored, or manufactured, and not suitable for millinery ornaments.....	.....	.....	8,233	3,522
Feathers suitable for millinery ornaments, flowers, fruits, etc., artificial or ornamental, and manufactures of.....	.....	.....	2,621	2,783
Fibers, vegetable, and textile grasses, and manufactures of, n. e. s.:				
Unmanufactured—				
Hemp.....tons..	4	264	823	79,662
Jute and jute butts.....tons..	653	400	51,949	33,622
Kapoc.....tons..	13	.....	4,418	.....
Manila.....tons..	184	.....	16,916	.....
Sisal grass.....tons..	786	64	157,552	13,442
All other.....tons..	1,134	2,535	224,497	626,488
Manufactures of—				
Fabrics, etc., of flax, hemp, ramie, etc..sq. yds..	226	3,046	70	6,095
Handkerchiefs.....	.....	.....	482	2,257
Laces, embroideries, etc., and articles made thereof (except wearing apparel).....	.....	.....	10,003	34,848
All other.....	.....	.....	7,186	2,083
Fish:				
Cured or preserved—				
Fish (except shellfish) packed in oil.....	.....	.....	9,216	19,012
All other.....	.....	.....	77,019	69,171
Fresh fish.....lbs..	810	1,554	221	286
Shrimps, and other shellfish, and turtles.....	.....	.....	38,320	51,002
Fruits and nuts:				
Fruits—				
Olives.....galls..	8,023	9,562	3,302	5,342
Oranges.....	.....	.....	.....	4,024
Preserved.....	.....	.....	23,343	18,781
All other.....	.....	.....	12,783	10,723
Nuts—				
Almonds, shelled.....lbs..	11,569	19,241	2,388	4,687
Coconut meat, broken, or copra, not shredded, desiccated, or prepared.....lbs..	227,838	140,410	9,760	17,451
Peanuts—				
Not shelled.....lbs..	191,239	210,812	7,778	12,559
Shelled.....lbs..	5,757,958	9,219,420	240,788	509,609
Walnuts—				
Not shelled.....lbs..	6,472,081	777,961	403,169	60,668
Shelled.....lbs..	1,139,942	1,306,147	147,390	293,824
All other.....	.....	.....	51,068	24,697
Furs, and manufactures of:				
Furs and fur skins, undressed.....	.....	.....	618,247	1,641,979
Furs, dressed, and manufactures of—				
Furs, dressed on the skin.....	.....	.....	945,092	674,925
Manufactures of—				
Hats, bonnets, and hoods.....doz..	15	.....	405	.....
All other.....	.....	.....	99,515	104,701

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Imports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
ASIA—Continued.				
CHINA—continued.				
Glass and glassware:				
Bottles vials, demijohns, carboys, and jars, plain, green, or colored, ordinarily used as containers, empty or filled			$7,211	$11,479
Glass bottles, etc., cut or ornamented			1,365	9,829
All other			4,056	8,637
Gold and silver, manufactures of, including jewelry:				
Gold and silver, manufactures of			2,426	5,099
Jewelry			9,637	17,715
Grease and oils, n. e. s. lbs.	2,650,264	16,850,367	222,962	1,891,768
Hair, and manufactures of:				
Unmanufactured—				
Horse. lbs.	994,966	513,582	509,460	260,231
Other animal lbs.	656,238	181,073	95,797	72,447
Human, uncleaned lbs.	319,078	1,004,607	84,535	356,427
Manufactures of—				
Human, cleaned, and manufactured			486,987	580,777
All other			135	1,827
Hats, bonnets, and hoods, and materials for:				
Materials for			1,743,336	3,176,996
Hats, bonnets, and hoods, composed of straw, chip, grass, palm leaf, etc			364,344	74,806
Hides and skins (except fur skins), raw or uncured:				
Buffalo hides—Dry lbs.	3,472,296	1,542,981	709,212	332,583
Calfskins—				
Dry lbs.	1,724,258	547,513	582,065	193,652
Green or pickled lbs.	4,090	988	1,116	310
Cattle hides—				
Dry (12 pounds and over) lbs.	22,483,503	9,324,484	8,006,607	3,457,907
Green or pickled (25 pounds or over) lbs.	2,600,820	3,129,955	598,647	661,544
Goatskins—Dry lbs.	21,340,353	12,105,273	15,105,231	7,469,817
Horse, colt, and ass skins—Dry lbs.	1,132,708	379,561	235,320	92,973
Sheep skins—				
Dry lbs.	4,835,211	1,983,559	1,521,257	639,376
Green or pickled lbs.	26,438		9,132	
All other skins lbs.	1,426,565	1,499,812	655,909	567,662
Household and personal effects, and wearing apparel in use, etc			33,590	24,514
India rubber, etc.:				
India rubber, crude lbs.	2,841	11,763	1,863	5,605
India rubber, scrap, etc lbs.		46,661		2,666
Iron and steel, and manufactures of:				
Pig iron tons.	5,014	2,601	68,458	26,344
Machine tools				9,274
All other manufactures of			13,833	21,458
Ivory, and manufactures of:				
Animals tusks, etc lbs.		6,257		9,932
Manufactures of			3,106	1,786
Leather and tanned skins, and manufactures of:				
Leather and tanned skins—				
Goatskins (tanned skins for morocco)			132	4,113
Upper leather—Goat and kid				32,545
All other			13,020	77
Manufactures of—				
Boots and shoes pairs.	35,778	25,595	21,798	20,842
All other			2,912	1,983
Matting and mats, for floors, of coco fiber, rattan, straw, etc sq. yds.	3,946,408	1,073,593	339,903	117,996
Meat products:				
Bacon and hams lbs.		7,599		1,990
Beef and veal lbs.		307,231		29,203
Pork lbs.		29,716		2,790
Meats, prepared or preserved			1,889	29,542
Sausage casings			407,854	596,662
All other			46,532	601,412
Metals, metal compositions, and manufactures of, n. e. s			13,248	11,191
Minerals, crude, n. e. s				91,575
Moss, seaweed, etc.:				
Crude and manufactured			5,625	6,902
All other, manufactured or dyed			760	
Musical instruments and parts, etc			1,773	5,122
Oil cake lbs.	51,700	564	681	32

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Imports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
ASIA—Continued.				
CHINA—continued.				
Oils: Vegetable—				
Expressed—				
Chinese nut.....galls..	6,764,400	4,491,690	$3,979,034	$3,764,601
Coconut.....lbs..	387,589	1,176,072	37,166	130,989
Cottonseed.....lbs..	9,156,433	9,063,215	676,440	1,024,764
Peanut.....galls..	591,274	3,324,105	411,807	2,815,400
Rapeseed.....galls..	23,604	166,388	11,061	133,959
Soya bean.....lbs..	12,911,549	12,470,720	944,938	1,456,172
All other.....	.....	.....	41,313	152,900
Distilled and essential.....	.....	.....	13,646	22,608
Paints, pigments, color, etc.....	.....	.....	72	13,449
Paper, and manufactures of:				
Books, music, maps, engravings, etchings, photographs, and other printed matter.....	.....	.....	38,427	29,943
All other.....	.....	.....	44,657	24,318
Paraffin (not including oil).....lbs..	740,723	448,146	36,691	53,771
Pipes and all other smokers' articles.....	.....	.....	1,416	1,336
Plants, trees, shrubs, and vines:				
Bulbs, bulbous roots or corms, cultivated for their flowers or foliage.....M..	1,205	870	20,963	20,616
All other.....	.....	.....	109	181
Platinum, unmanufactured.....oz. troy..	.....	489	.....	38,207
Precious and semiprecious stones, and imitations of:				
Pearls, and parts of, not strung or set.....	.....	.....	12,563	4,532
Other precious stones, uncut.....	.....	.....	295	.....
Other precious and semiprecious stones, cut, but not set.....	.....	.....	2,932	20,790
Imitation precious stones.....	.....	.....	9,319	3,107
Seeds:				
Flaxseed or linseed.....bush..	118,778	71,429	170,451	118,541
All other.....	.....	.....	119,361	119,857
Silk, and manufactures of:				
Unmanufactured—				
Cocoons.....lbs..	10,777	30,990	8,546	24,260
Raw, in skeins reeled from the cocoon or rereeled.....lbs..	7,006,700	6,180,480	27,842,932	29,216,586
Waste.....lbs..	3,593,198	3,569,978	2,130,541	2,568,026
Manufactures of—				
Bandings, beltings, bindings, etc., not over 12 inches in width.....	.....	.....	30,912	36,096
Fabrics woven in the piece.....	.....	.....	1,520,555	1,299,621
Laces and embroideries.....	.....	.....	63,102	80,032
Wearing apparel.....	.....	.....	67,256	70,660
All other.....	.....	.....	83,520	103,195
Spices: Unground—				
Cassia, and cassia vera.....lbs..	1,896,394	1,746,593	124,680	92,354
Ginger root, not preserved.....lbs..	189,419	197,500	6,956	10,018
Pepper, black or white.....lbs..	630,922	21,756	90,112	3,285
All other.....lbs..	295,798	177,611	31,218	26,344
Spirits, wines, malt liquors, and other beverages:				
Spirits distilled.....pf. galls..	120,860	16,501	181,413	24,959
All other.....	.....	.....	409	27
Starch.....lbs..	438,610	282,100	18,033	14,315
Stone:				
Lithographic, not engraved.....	.....	.....	.....	32,994
All other.....	.....	.....	4,668	2,268
Straw and grass, manufactures of.....	.....	.....	16,018	6,010
Sugar—				
Cane.....lbs..	683,133	498,259	32,747	27,944
Candy and confectionery.....lbs..	36,134	26,778	2,775	2,141
Tea.....lbs..	19,810,428	21,082,866	3,109,912	4,361,557
Tea waste, siftings, or sweepings, for manufacturing purposes.....lbs..	1,119,337	109,327	112,890	15,164
Tin in bars, blocks, pigs, or grain or granulated....lbs..	4,335,915	3,699,235	1,974,578	2,231,487
Tin ore.....tons..	10	.....	6,788	.....
Tobacco, and manufactures of:				
Leaf.....lbs..	2,947,026	4,177,234	395,518	996,894
Manufactures of.....	.....	.....	37,089	38,662
Toys.....	.....	.....	4,958	8,932
Tungsten-bearing ore.....tons..	50	759	42,747	723,935
Vegetables:				
Beans and lentils.....bush..	28,699	13,301	64,337	36,052
Onions.....bush..	18	14,284	15	27,918
Peas, dried.....bush..	27,172	86,632	40,579	184,567

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Imports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
ASIA—Continued.				
CHINA—continued.				
egitables—Continued.				
Prepared or preserved—				
Mushrooms and truffles.....lbs..	31,129	17,574	$17,099	$12,101
Pickles and sauces			55,003	37,012
All other			94,596	84,539
All other in their natural state			32,166	28,013
inegar.....pf. galls..	5,812	2,945	1,700	1,183
Vaste, n. e. s			1,326	9,570
Vax:				
Beeswax.....lbs..		1,200		378
Vegetable.....lbs..	366,237	478,249	35,744	44,415
Wood, and manufactures of:				
Unmanufactured—				
Rattans and reeds			52,982	30,665
All other			20,065	52,128
Manufactures of—				
Baskets of bamboo, wood, straw, etc			33,833	38,498
Chair cane or reed			95,705	103,739
Furniture			25,235	4,143
All other			72,263	66,412
Wool, hair of the camel, goat, alpaca, and other like animals, and manufactures of:				
Unmanufactured—				
Wool of the sheep, hair of the camel, and other like animals—				
Class 1—Clothing.....lbs..	14,781,995	13,226,755	4,214,563	4,160,050
Class 2—Combing.....lbs..	680,597	999,658	243,260	453,517
Class 3—Carpet.....lbs..	25,448,769	24,432,434	6,487,390	7,205,509
Hair of the angora goat, alpaca, and other like animals—				
Unmanufactured.....lbs..	454,608	41,825	146,895	13,270
Manufactured				3,96e
Manufactures of—				
Carpets and carpeting—				
Carpets and rugs, woven whole.....sq. yds..	130,581	113,648	818,681	598,717
All other.....sq. yds..	1,200	1,380	2,538	7,563
All other			6,615	5,546
Zinc: Ore and calamine contents.....lbs..	58,228		666	
All other articles			96,792	105,817
Total			105,905,531	116,644,981
CHINA, LEASED TERRITORY—BRITISH.				
Cotton waste, or flocks.....lbs..	161,702		5,922	
Tea.....lbs..	57,260		4,726	
Total			10,648	
CHINA, LEASED TERRITORY—FRENCH.				
Fibers, etc., unmanufactured.....tons..		12		1,354
India rubber, crude.....lbs..		15,680		6,041
Feathers, etc., natural and artificial				3,580
Hats, etc., materials for				1,442
Total				12,417
CHINA, LEASED TERRITORY—GERMAN.				
Bristles, sorted.....lbs..		7,260		4,414
Hair, and manufactures of:				
Human, cleaned and manufactured			1,132	
All other				1,292
Hat materials			22,152	17,110
Oil:				
Vegetable—Expressed—				
Peanut.....galls..	98,500	30,000	82,046	26,870
Soya bean.....lbs..		74,000		10,811
All other expressed				3,032
All other articles				736
Total			105,330	64,265

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Imports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
ASIA—Continued.				
CHINA, LEASED TERRITORY—JAPANESE.				
Breadstuffs: Rice flour, meal, or broken rice.....lbs..		978,054		$24,451
Bristles, sorted, bunched, etc.....lbs..		1,300		1,625
Coal, bituminous.....tons..	200		$800	
Furs and fur skins:				
Undressed				384,478
Dressed on the skin				2,225
Fruits and nuts: Nuts—				
Peanuts—Shelled.....lbs..	100,000	290,000	3,396	14,592
Walnuts—Not shelled.....lbs..	100,000		6,480	
Hides and skins:				
Goatskins—Dry.....lbs..	136,800		72,675	
Sheepskins—Dry.....lbs..		60,370		21,497
Household and personal effects, etc			300	
Metals			642	
Oil cake.....lbs..	1,760,000		16,892	
Oil:				
Chinese nut.....galls..		156,987		131,136
Peanut.....galls..		154,604		155,397
Soya bean.....lbs..	82,320,382	237,442,917	5,824,067	23,104,484
Expressed oils—All other				46,599
Seeds:				
Castor beans or seeds.....bush..	37,887	13,436	60,933	24,434
All other			14,400	129,296
Shells, and mother-of-pearl				14,643
Vegetables: In natural state			10	
All other articles				823
Total			6,000,595	24,055,680
CHOSEN.				
Art works			2,483	817
Copper, in ore, etc.:				
Ore.....copper..lbs..	111,973		17,044	
Concentrates.....copper..lbs..	1,452,742		267,122	
Household and personal effects, etc			1,295	
Plumbago or graphite.....tons..	301	122	10,534	5,483
Wood, and manufactures of:				
Furniture			96	742
All other			121	955
All other articles			2,528	2,065
Total			301,223	10,082
EAST INDIES—BRITISH—BRITISH INDIA.				
Abrasive materials:				
Corundum—				
Ore.....tons..		231		23,501
Grains, manufactured, etc.....lbs..		226,320		12,447
Crude artificial abrasives				6,500
Animals				2,030
Articles, the growth, produce, and manufacture of the United States (except automobiles), returned..			8,145	2,498
Breadstuffs:				
Farinaceous substances—Sago, tapioca, etc				12,076
Rice—				
Cleaned.....lbs..	10,418,449	7,930,611	191,097	494,680
Rice flour, rice meal, and broken rice.....lbs..	119,900		2,661	
Chemicals, drugs, dyes, and medicines:				
Gums—				
Gambier or terra japonica.....lbs..	307,906		84,581	
Shellac.....lbs..	30,890,381	22,710,502	7,224,074	9,437,673
All other			389,736	591,497
Indigo, natural and synthetic.....lbs..	745,912	1,259,224	1,407,378	1,882,662
Lactarene or casein.....lbs..	865,167	198,038	121,695	27,389
Potash (see also Fertilizers)—				
Carbonate of, including crude or black salts..lbs..	112,392	1,456,912	18,998	413,917
Nitrate of, or saltpeter, crude.....lbs..	1,456,000	257,600	82,300	34,500
All other chemicals, drugs, dyes, and medicines			610,796	571,008
Cocoa or cacao, crude.....lbs..		33,600		5,040

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Imports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
ASIA—Continued.				
EAST INDIES—BRITISH—BRITISH INDIA—continued.				
Cotton:				
Unmanufactured.....lbs..	1,957,332	3,147,285	$248,552	$530,010
Manufactures of—				
Handkerchiefs or mufflers.....	.....	.....	11,848	6,126
Laces, embroideries, etc., and articles made thereof (except wearing apparel).....	.....	.....	8,215	2,888
All other.....	.....	.....	3,515	9,178
Fertilizers: Bone dust and bone ash.....tons..	4,435	.....	98,997	.....
Fibers, vegetable, and textile grasses, and manufactures of, n. e. s.:				
Unmanufactured—				
Hemp.....tons..	84	5	14,374	1,120
Jute and jute butts.....tons..	108,471	76,858	9,415,994	7,066,460
Kapoc.....tons..	.....	16	.....	652
Sisal grass.....tons..	.....	282	.....	57,137
All other.....tons..	478	4,650	67,860	936,505
Manufactures of—				
Bags of jute.....lbs..	33,055,272	31,876,965	2,784,209	3,720,460
Coir yarn.....lbs..	4,789,962	7,820,490	163,854	396,484
Fabrics—Plain woven—				
Bagging, gunny cloth, and similar fabrics suitable for covering cotton.....sq. yds..	20,000	.....	2,202	.....
Burlaps, of single jute yarn—				
Not bleached, colored, etc.....lbs..	374,381,388	411,881,074	37,385,707	52,705,948
Bleached, dyed, etc.....lbs..	.....	250,000	.....	47,000
Other, of flax, hemp, or ramie, including shirting cloth.....sq. yds..	1,286	.....	248	.....
All other manufactures of.....	.....	.....	358,341	975,150
Fruits and nuts:				
Fruits—				
Dates.....lbs..	165,280	.....	6,953	.....
Fruits, preserved.....	.....	.....	9,009	4,464
Nuts—				
Coconut meat, broken, or copra—				
Not shredded, desiccated, or prepared.....lbs..	452,706	224,000	25,849	20,000
Shredded, desiccated, or prepared.....lbs..	47,320	1,081,574	3,943	186,559
Peanuts—Shelled.....lbs..	.....	785,120	.....	45,184
All other.....	.....	.....	17,656	15,835
Furs, and manufactures of:				
Furs and fur skins, undressed.....	.....	.....	6,305	13,649
Furs, dressed, and manufactures of.....	.....	.....	671	648
Hair, animal, other unmanufactured.....lbs..	89,519	2,726	18,189	1,140
Hides and skins (except fur skins), raw or uncured:				
Buffalo hides—Dry.....lbs..	18,651,491	3,961,118	3,962,577	864,522
Calfskins—				
Dry.....lbs..	17,195,855	1,904,968	4,496,167	526,601
Green or pickled.....lbs..	124,420	.....	27,264	.....
Cattle hides—				
Dry (12 pounds and over).....lbs..	14,186,587	594,171	3,148,264	139,900
Green or pickled (25 pounds and over).....lbs..	140,467	.....	24,652	.....
Goatskins—				
Dry.....lbs..	30,423,140	21,857,718	13,116,047	8,180,797
Green or pickled.....lbs..	13,050,683	9,484,091	3,603,329	1,816,973
Sheepskins—Dry.....lbs..	5,091,787	2,490,592	1,710,396	621,768
All other.....lbs..	72,745	36,019	20,179	9,290
Hide cuttings, raw, and other glue stock.....lbs..	352,916	417,358	8,622	13,806
Household and personal effects and wearing apparel in use, etc.....	.....	.....	4,599	5,212
India rubber, crude.....lbs..	1,257,287	5,758,850	759,815	2,782,122
Iron and steel: Pig iron—				
Ferromanganese.....tons..	1,313	.....	190,649	.....
Other (except ferrosilicon).....tons..	.....	501	.....	100,200
Leather and tanned skins:				
Goatskins, tanned (skins for morocco).....	.....	.....	3,876,613	432,303
Upper leather, dressed—				
Calf and kip.....	.....	.....	17,271	.....
Goat and kid.....	.....	.....	79,774	.....
Sheep and lamb.....	.....	.....	90,981	.....
All other.....	.....	.....	267,225	41,700
Manganese, oxide and ore of.....tons..	60,136	37,150	498,634	442,557
Matting, and mats for floors of coco fiber, rattan, straw, etc.....sq. yds..	113,922	9,137	26,563	4,930
Meat products—Sausage casings.....	.....	.....	21,164	129,744
Mica, and manufactures of:				
Unmanufactured.....lbs..	82,690	20,462	99,006	6,331
Cut, split, etc., and all manufactures of.....	.....	.....	286,693	58,827

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Imports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
ASIA—Continued.				
EAST INDIES—BRITISH—BRITISH INDIA—continued.				
Monazite sand and thorite.....lbs..		725,356		$63,774
Moss, seaweeds, and vegetable substitutes, etc.			$12	5,510
Oils: Vegetable—				
Expressed—				
Coconut.....lbs..	918,491		93,964	
All other			648	787
Distilled and essential—				
Lemon oil.....lbs..	3,465		2,061	
All other			46,712	151,595
Paper stock (except wood pulp and other than woolen rags)			724,533	68,952
Paper—Books, etc., and other printed matter, n. e. s.			306	2,633
Paraffin (not including oil).....lbs..	1,845,326	994,980	125,122	71,450
Plumbago or graphite.....tons..	1,211	611	400,342	204,407
Precious and semiprecious stones, and imitations of:				
Diamonds, cut but not set			15,316	310,522
Pearls, and parts of, not strung or set			330,391	2,015
Other precious stones, uncut			488	47,937
Other precious and semiprecious stones, cut but not set			7,917	
Imitation precious stones			21,010	2,623
Seeds:				
Castor beans or seeds.....bush..	517,711	620,480	629,383	819,857
Flaxseed or linseed.....bush..	122,596		136,393	
All other			40,615	291,892
Shells: Mother-of-pearl			31,076	18,518
Silk, and manufactures of:				
Unmanufactured—Raw, in skeins reeled from the cocoon or rereeled.....lbs..		665		3,325
Manufactures of			7,877	4,332
Spices: Unground—				
Cassia and cassia vera.....lbs..		11,200		1,837
Ginger root, not preserved.....lbs..	307,790	113,022	21,884	18,648
Pepper, black or white.....lbs..	801,368	971,040	136,239	163,499
All other.....lbs..	281,623	960,034	30,774	242,071
Tanning materials, crude: All other			402,427	89,543
Tea.....lbs..	3,051,024	17,059,251	680,387	4,249,168
Tea waste, siftings, or sweepings, for manufacturing purposes.....lbs..	3,181,771	6,065,239	200,343	464,285
Tin: Bars, blocks, pigs, or grain, or granulated..lbs..	56,068	732,462	20,048	358,222
Vegetables:				
Beans and lentils.....bush..	116,216	42,933	142,320	85,079
Pickles and sauces			20	1,787
Prepared or preserved			55	3,369
Wax:				
Beeswax.....lbs..	13,474	51,349	3,754	20,491
Mineral.....lbs..	1,312,140	1,657,600	75,215	126,781
Waste, n. e. s				12,081
Wood, and manufactures of:				
Unmanufactured—				
Cabinet woods			10,982	
All other			49,742	156,168
Manufactures of—				
Lumber (other than laths and shingles)			3,177	49,486
All other			4,963	4,567
Wool, hair of the goat, camel, alpaca, and other like animals, and manufactures of:				
Unmanufactured—				
Class 1—Clothing.....lbs..	18,695	2,411	6,352	772
Class 3—Carpet.....lbs..	428,661	41,309	94,330	11,408
Manufactures of—				
Carpets and carpeting—				
Carpets and rugs woven whole.....sq. yds..	74,636	158,209	288,507	560,818
All other.....sq. yds..	9,712	8,113	7,354	8,811
Wool wastes				10,512
All other manufactures of			1,267	310
All other articles			186,939	130,206
Total			102,106,682	105,277,743

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Imports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
ASIA—Continued.				
EAST INDIES—BRITISH—STRAITS SETTLEMENTS.				
Articles specially imported: For the construction and equipment of vessels				$65,920
Articles, the growth, produce, and manufacture of the United States, returned			$5,815	2,862
Breadstuffs:				
Farinaceous substances, and preparations of (sago, tapioca, etc.)			524,211	2,275,763
All other			1,076	4
Chemicals, drugs, dyes, and medicines:				
Extracts for tanning lbs.		1,344,000		49,730
Gums—				
Copal, kauri, and damar lbs.	12,815,550	10,307,444	892,466	857,491
Gambier, or terra japonica lbs.	9,022,933	6,538,124	706,809	670,596
All other			116,176	63,446
Indigo, natural and synthetic lbs.		16,560		13,248
All other chemicals, etc			31,037	76,861
Cocoa, or cacao, crude lbs.	34,000		6,099	
Coffee lbs.		85,000		17,000
Cotton, manufactures of				2,270
Fibers, vegetable, and textile grasses, manufactures of, n. e. s.:				
Coir yarn lbs.	149,856		5,892	
Fabrics, plain woven			165	
All other			296	197
Fruits and nuts:				
Fruits, preserved			12,361	14,817
Nuts—				
Coconut meat, broken, or copra—				
Not shredded, desiccated, or prepared lbs.	824,200	17,039,945	43,468	1,024,927
Shredded, desiccated, or prepared lbs.	7,500	1,300,116	500	117,686
All other			10	
Furs and fur skins, undressed				6,045
Hides and skins (except fur skins), raw or uncured:				
Buffalo hides—Dry lbs.	10,496	21,240	4,126	4,375
Cattle hides—Dry (12 pounds and over) lbs.	22,960		10,931	
Goatskins—Dry lbs.		9,317		6,930
Kangaroo skins lbs.		2,250		1,207
Sheepskins—Dry lbs.	8,536		4,868	
All other lbs.	312,960	443,379	64,468	150,561
India rubber, etc., and manufactures of and substitutes for:				
Unmanufactured—				
Gutta-joolatong lbs.	15,110,389	12,847,916	686,000	731,730
Gutta-percha lbs.	1,439,046	543,766	156,830	75,487
India rubber lbs.	110,961,543	221,389,870	62,300,147	117,901,120
Manufactures of India rubber			15,255	69,415
India-rubber substitutes, elasticon and similar			15,391	128,329
Oils: Vegetable—Expressed—				
Chinese nut galls.		1,219		1,882
Coconut lbs.	223,999	150,000	22,178	16,600
Cottonseed lbs.	90,626		6,677	
All other			4,560	2,280
Paper, and manufactures of			6,255	437
Paraffin (not including oil) lbs.	188,340		11,217	
Seeds			78,498	
Shells, unmanufactured:				
Mother-of-pearl			108,698	158,322
All other			21,300	14,230
Spices, unground:				
Cassia and cassia vera lbs.	55,653	2,218,655	2,731	359,475
Pepper, black or white lbs.	7,130,107	17,583,305	1,110,714	2,787,278
All other lbs.	965,599	691,319	191,120	130,163
Straw and grass, manufactures of			852	
Tanning materials, crude: All other				157,852
Tea lbs.	80	296,770	15	89,680
Tea waste, siftings, or sweepings for manufacturing purposes lbs.	20,976	18,149	801	3,218
Tin: Bars, blocks, pigs or grain or granulated lbs.	56,220,348	56,188,015	21,786,951	29,334,779
Vegetables			2	72,483
Wax: Mineral lbs.	60,480		4,928	
Wood, and manufactures of:				
Unmanufactured—				
Rattans and reeds			928,360	1,508,712
All other				21,468
Manufactures of—				
Chair cane or reed			4,413	
All other			779	7,908

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Imports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
ASIA—Continued.				
EAST INDIES—BRITISH—STRAITS SETTLEMENTS—con.				
Wool, hair of the camel, goat, alpaca, and other like animals, manufactures of: Carpets and carpeting—				
Carpets and rugs, woven whole.....sq. yds..	467	.....	$3,484	.....
All other articles.....	.....	.....	86,026	$194,543
Total.....	.....	.....	89,984,946	159,188,127
EAST INDIES—BRITISH—OTHER BRITISH.				
Articles, the growth, produce, and manufacure of the United States, returned.....	.....	.....	580	8,815
Breadstuffs:				
Farinaceous substances (sago, etc.).....	.....	.....	.....	1,401
Rice, cleaned.....lbs..	.....	1,120,000	.....	78,400
Chemicals, drugs, dyes, and medicines:				
Gums.....	.....	.....	11,682	43,832
Indigo, natural or synthetic.....lbs..	.....	26,805	.....	42,627
Potash, nitrate of or saltpeter.....lbs..	.....	1,420,160	.....	153,555
All other.....	.....	.....	36,687	80,871
Clocks and watches and parts of: Watches and parts of.....	.....	.....	7,787	.....
Cocoa or cacao, crude.....lbs..	91,388	1,527,174	10,825	262,875
Fibers, vegetable, etc., and manufactures of:				
Unmanufactured—				
Hemp.....tons..	.....	14	.....	5,879
Jute and jute butts.....tons..	1,214	715	80,021	49,958
Sisal grass.....tons..	.....	18	.....	5,840
All other.....tons..	221	387	6,434	22,185
Manufactures of—				
Coir yarn.....lbs..	144,867	28,659	2,739	814
Fabrics, plain woven—Burlaps.....lbs..	8,135,389	1,000	816,623	200
All other.....	.....	.....	2,302	7,116
Fruits and nuts:				
Fruits.....	.....	.....	200	.....
Nuts—				
Coconut meat broken or copra not shredded, dessicated, or prepared.....lbs..	.....	3,278,380	.....	241,442
Coconut meat prepared.....lbs..	8,254,335	16,350,520	597,905	1,831,261
All other.....	.....	.....	.....	446
Hides and skins:				
Goat skins, dry.....lbs..	.....	180,095	.....	41,655
Goat skins, green or pickled.....lbs..	.....	95,850	.....	22,787
Kangaroo skins.....lbs..	.....	33,460	.....	14,040
Sheepskins, dry.....lbs..	.....	456,270	.....	111,496
India rubber: Crude.....lbs..	24,195,538	31,125,004	13,933,089	17,644,554
Lead, manufactures of.....	.....	.....	151	.....
Oils: Vegetable—				
Expressed—Coconut.....lbs..	204,200	.....	19,759	.....
Distilled and essential.....	.....	.....	211,980	206,704
Plumbago and graphite.....tons..	24,577	15,360	7,812,246	4,800,004
Precious and semiprecious stones and imitations of:				
Pearls and parts of, not strung or set.....	.....	.....	1,480	487
Other precious stones, uncut.....	.....	.....	15,564	1,774
Other precious and semiprecious stones cut but not set.....	.....	.....	94,750	.....
Imitation precious stones.....	.....	.....	7,865	.....
Seeds.....	.....	.....	27,928	63,430
Spices:				
Cassia and cassia vera.....lbs..	.....	8,512	.....	2,089
Pepper, black or white.....lbs..	100,534	147,344	14,581	27,981
All other.....lbs..	695,622	1,692,648	102,728	305,849
Tea.....lbs..	8,000,588	27,184,446	1,635,391	5,955,751
Tea waste.....lbs..	1,112,397	1,769,367	54,869	76,595
Tungsten-bearing ore.....tons..	.....	17	.....	13,071
Wood and manufactures of:				
Unmanufactured—Rattans and reeds.....	.....	.....	.....	4,609
Manufactures of.....	.....	.....	7,530	6,473
Wool of the sheep, hair of the camel, and other like animals:				
Unmanufactured.....lbs..	.....	9,837	.....	1,179
Manufactures of.....	.....	.....	1,591	378
All other articles.....	.....	.....	3,141	1,839
Total.....	.....	.....	25,518,428	32,140,262

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Imports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
ASIA—Continued.				
EAST INDIES—DUTCH.				
Antimony ore.....antimony..lbs..	172,480	.....	$27,104	.....
Articles, the growth, produce, and manufacture of the United States, returned.....	.....	.....	28,048	$29,774
Art works.....	.....	.....	8,057	350
Breadstuffs:				
Farinaceous substances, and preparations of (sago, tapioca, etc.).....	.....	.....	2,896,640	2,877,221
Rice—				
Cleaned.....lbs..	1,708,190	1,523,099	50,089	56,135
Rice flour, meal, and broken rice.....lbs..	600,000	.....	9,524	.....
All other.....	.....	.....	5	.....
Chemicals, drugs, dyes, and medicines:				
Cinchona bark.....lbs..	100	2,193,561	20	502,620
Quinia, sulphate of, etc.....ozs..	301,430	1,165,980	142,269	527,656
Fusel oil or amylic alcohol.....lbs..	38,585	43,529	22,288	20,548
Glycerin, crude.....lbs..	19,550	.....	8,912	.....
Gums—				
Copal kauri and damar.....lbs..	10,432,331	9,020,314	697,149	663,310
Gambier or terra japonica.....lbs..	178,717	2,212,558	15,466	257,519
Shellac.....lbs..	.....	16,400	.....	10,168
All other.....	.....	.....	9,162	37,566
Potash, carbonate of.....lbs..	119,893	155,305	3,154	7,935
Vanilla beans.....lbs..	1,817	.....	3,653	.....
All other.....	.....	.....	245,467	243,023
Cocoa, or cacao, crude.....lbs..	688,590	2,063,961	117,956	351,990
Coffee.....lbs..	4,021,189	4,687,538	660,036	739,838
Cotton manufactures.....	.....	.....	369	9,195
Fertilizer:				
Potash, muriate of.....tons..	10	12	1,552	1,641
All other.....	.....	.....	1,173	.....
Fibers, vegetable, etc., and manufactures of:				
Unmanufactured—				
Hemp.....tons..	6	226	1,250	58,444
Kapoc.....tons..	6,688	4,494	1,612,426	1,182,852
Sisal grass.....tons..	5,889	8,664	1,317,239	2,420,848
All other.....tons..	1,742	626	155,753	166,429
Manufactures of.....	.....	.....	8	10,072
Fruits and nuts:				
Fruits—Preserved.....	.....	.....	3,456	103
Nuts—				
Coconut meat, broken, not prepared.....lbs..	43,725,711	45,327,117	2,251,256	2,445,362
Cocohut meat, prepared.....lbs..	.....	56,000	.....	11,397
All other.....	.....	.....	994	38,990
Furs and fur skins, undressed.....	.....	.....	.....	8,010
Hats, bonnets, etc., of straw, etc.....	.....	.....	188,913	97,408
Hides and skins (except fur skins), raw or uncured:				
Buffalo hides—Dry.....lbs..	4,192,201	4,043,772	1,230,268	1,307,333
Calfskins—Dry.....lbs..	1,266,926	1,537,046	667,029	949,021
Cattle hides—Dry.....lbs..	2,825,490	1,624,666	1,009,062	661,971
Cattle hides—Green or pickled.....lbs..	.....	67,449	.....	19,000
Goatskins—Dry.....lbs..	2,722,823	1,693,731	1,946,875	1,389,843
Goatskins—Green or pickled.....lbs..	.....	173,040	.....	21,195
Sheepskins—Dry.....lbs..	449,363	262,672	165,871	88,764
All other.....lbs..	432,762	469,152	83,054	124,546
Household and personal effects, etc.....	.....	.....	3,775	143
India rubber, gutta-percha, etc., unmanufactured:				
Gutta-joolatong.....lbs..	8,073,588	4,323,920	341,786	223,482
Gutta-percha.....lbs..	202,815	547,944	22,635	56,206
India rubber.....lbs..	45,027,410	53,663,857	27,239,501	30,504,525
Scrap or refuse, fit only for remanufacture.....lbs..	184	.....	12	.....
Manufactures of.....	.....	.....	20	6,653
Substitutes for.....	.....	.....	.....	6,064
Iron and steel, manufactures of.....	.....	.....	39,812	7,641
Lead, bullion and base bullion, lead contents....lbs..	102,874	734,154	5,463	38,964
Leather and tanned skins.....	.....	.....	.....	1,114
Oils: Vegetable—				
Expressed—				
Coconut.....lbs..	25,345,990	39,422,251	2,931,847	5,016,509
Peanut.....galls..	14,512	43,392	11,914	29,135
All other.....	.....	.....	.....	98,336
Distilled—				
Birch tar and cajeput.....	.....	.....	29,585	3,538
All other.....	.....	.....	196,905	202,210
Paper stock, crude.....	.....	.....	.....	1,178
Paraffin (not including oil).....lbs..	2,110,786	5,242,252	148,651	339,217

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Imports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
ASIA—Continued.				
EAST INDIES—DUTCH—continued.				
Platinum, unmanufactured ..... ozs.. troy..	49	.....	$4,430	.....
Plumbago or graphite ..... tons..	.....	165	.....	$26,559
Seeds	.....	.....	6,941	2,272
Shells:				
Mother-of-pearl	.....	.....	97,678	75,355
All other unmanufactured	.....	.....	3,258	4,577
Spices: Unground—				
Cassia and cassia vera ..... lbs..	2,639,311	1,255,065	293,712	167,338
Ginger root, not preserved ..... lbs..	22,912	.....	3,151	.....
Pepper, black or white ..... lbs..	13,880,177	17,680,196	2,038,171	2,674,288
All other ..... lbs..	3,077,816	2,878,213	581,885	574,098
Spirits distilled ..... pf. galls..	3	27,333	10	13,580
Starch ..... lbs..	107,296	60	6,223	6
Straw and grass, manufactures of	.....	.....	7,745	5,159
Tanning materials, crude	.....	.....	4,367	4,285
Tea ..... lbs..	2,067,822	29,623,859	410,430	5,614,671
Tea waste, siftings, etc ..... lbs..	92,885	512,898	3,637	54,737
Tin: Bars, blocks, etc ..... lbs..	25,887,832	23,261,863	9,909,746	11,528,237
Tobacco: Leaf—				
Suitable for cigar wrappers ..... lbs..	1,191,560	3,890,236	1,923,238	4,400,543
All other ..... lbs..	115,725	145,126	12,700	19,017
Wax, vegetable ..... lbs..	.....	20,149	.....	2,680
Woods, unmanufactured:				
Cabinet woods	.....	.....	11,548	1,400
Rattans and reeds	.....	.....	115,300	96,803
Wool: Unmanufactured—Class 1—Clothing ..... lbs..	.....	18,100	.....	6,411
All other articles	.....	.....	23,613	192,165
Total	.....	.....	62,011,236	79,314,233
EAST INDIES—FRENCH.				
Cotton laces, etc., handmade	.....	.....	.....	332
EAST INDIES—PORTUGUESE.				
Fibers, manufactures of: Wearing apparel	.....	.....	.....	203
All other articles	.....	.....	.....	201
Total	.....	.....	.....	404
HONGKONG.				
Agricultural implements, and parts of	.....	.....	1,430	2,250
Antimony: Matte, regulus, etc ..... lbs..	534,955	940,880	61,935	104,341
Articles, the growth, produce and manufacture of the United States, returned	.....	.....	9,789	6,067
Art works	.....	.....	7,647	51,348
Beads and bead ornaments	.....	.....	7,662	18,197
Bone and horn, manufactures of, including combs	.....	.....	2,081	1,529
Bones, hoofs and horns, unmanufactured	.....	.....	3,366	4,626
Breadstuffs:				
Farinaceous substances (sago, tapioca, etc.)	.....	.....	13,630	44,359
Macaroni, vermicelli, and all similar preparations ..... lbs..	115,881	100,144	10,742	13,333
Rice—				
Uncleaned (including paddy) ..... lbs..	92,893	302,800	2,778	9,337
Cleaned ..... lbs..	27,917,917	92,440,497	748,104	3,332,618
Rice flour, rice meal, and broken rice ..... lbs..	21,299,835	23,394,767	401,486	733,338
All other	.....	.....	1,007	1,262
Bristles, not sorted, etc ..... lbs..	.....	2,000	.....	5,728
Bristles, sorted, bunched, etc ..... lbs..	108,957	162,053	71,500	236,576
Brushes, feather dusters, etc	.....	.....	4,878	8,683
Chemicals, drugs, dyes and medicines:				
Potash, carbonate of ..... lbs..	38,257	11,409	3,967	1,486
Preparations, medicinal	.....	.....	3,723	8,292
All other	.....	.....	127,148	140,323
Copper, manufactures of, n. e. s	.....	.....	1,696	1,461
Cotton, manufactures of:				
Wearing apparel	.....	.....	6,368	14,049
All other	.....	.....	9,586	22,102
Dice, draughts, etc	.....	.....	1,382	2,460

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Imports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
ASIA—Continued.				
HONGKONG—continued.				
Earthen, stone and china ware:				
China—Decorated or ornamented			$60,697	$80,917
Earthen and crockery ware—Decorated			4,804	6,077
All other			3,086	1,006
Edible substances, n. s. p. f.			58,314	85,058
Eggs of poultry....dos.	159,116	121,223	30,734	29,687
Eggs, dried, frozen, etc., and yolks of....lbs.	2,608	942	119	115
Explosives			37,139	49,515
Fans:				
Common palm leaf....dos.	96,027	381	14,638	69
All other			4,990	5,730
Feathers, crude			22,869	125,866
Fertilizer			212	
Fibers, vegetable and textile grasses, and manufactures of:				
Unmanufactured....tons.	134	1,054	31,572	276,069
Manufactures of—				
Laces, embroideries, etc			21,406	23,679
Wearing apparel			3,246	10,683
All other			1,971	4,514
Fish:				
Cured or preserved—				
Fish (except shellfish), packed in oil			17,442	23,243
All other			43,950	81,548
Shellfish—Shrimps and other shellfish and turtles			84,933	97,336
All other			32,388	661
Fruits and nuts:				
Fruits—				
Dates....lbs.	41,202	36,930	2,866	4,091
Olives....galls.	10,833	8,534	5,412	5,635
Fruits, preserved			74,489	90,516
All other			19,215	9,209
Nuts—				
Almonds—Shelled....lbs.	10,286	13,023	2,041	3,232
Coconuts, in the shells			14,292	
Coconut meat, broken, or copra—				
Not shredded or prepared....lbs.	47,291		3,052	
Shredded, desiccated, or prepared....lbs.	149,394	281,080	10,027	32,593
Peanuts—				
Not shelled....lbs.	195,946	113,042	8,301	4,749
Shelled....lbs.	6,201,755	7,910,520	273,464	500,766
Walnuts—Not shelled....lbs.	120,000	25,066	10,200	2,159
All other			49,253	43,588
Furs and fur skins, undressed			104	4,280
Glass and glassware:				
Bottles, vials, etc., empty or filled			10,021	3,290
Bottles, decanters, and other glassware, cut or ornamented			4,330	10,321
All other			2,185	4,334
Gold and silver, manufactures of, including jewelry:				
Gold and silver, manufactures of			3,076	9,144
Jewelry			10,912	13,689
Hair, and manufactures of:				
Unmanufactured—				
Horse....lbs.	7,901	1,788	4,488	3,010
Human, uncleaned....lbs.	265,360	576,332	119,124	214,231
Manufactures of—				
Human, cleaned and manufactured			1,504	1,642
All other				1,389
Hats, bonnets, and hoods, and materials for			209	11,452
Hides and skins (except fur skins), raw or uncured:				
Buffalo hides—Dry....lbs.	45,963	472,244	15,553	166,509
Calfskins—Dry....lbs.	156,055	374,766	41,519	141,800
Calfskins, green or pickled....lbs.		16,224		3,210
Goatskins—Dry....lbs.	1,000	5,048	1,339	3,764
Sheepskins—Dry....lbs.	1,000	24,357	1,250	23,907
Cattle hides—Dry (12 pounds and over)....lbs.	240,985	288,721	65,262	89,818
All other....lbs.	1,183	147,815	883	75,684
Household and personal effects, etc.			16,590	3,152
India rubber, etc., unmanufactured:				
India rubber....lbs.	197,845	324,703	163,182	208,252
India rubber, scrap....lbs.	33,000		1,233	
Iron and steel, and manufactures of:				
Cutlery			2,389	2,928
Tinplate scrap....lbs.	444,800		2,666	
All other			3,820	6,324

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Imports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
ASIA—Continued.				
HONGKONG—continued.				
Ivory, manufactures of			$2,025	$1,882
Leather, manufactures of			7,759	3,332
Matting, etc., for floors, of coco fiber, rattan, straw, etc.....sq. yds..	283,851	100,427	27,236	11,566
Meat and dairy products:				
Meats, prepared or preserved			4,289	43,406
Sausage casings			1,774	5,685
Other meat products			67,808	68,832
Dairy products, butter, etc.....lbs..	511	12,580	164	1,518
Metals			4,004	4,908
Moss, seaweeds, and vegetable substances, n. e. s.			5,056	7,168
Musical instruments			9,651	5,021
Oils: Vegetable—				
Expressed—				
Chinese nut.....galls..	28,386	110,602	23,631	102,860
Peanut.....galls..	220,586	91,354	146,364	111,013
All other			3,627	7,064
Distilled and essential			268,093	197,483
Paper, and manufactures of:				
Books, engravings, and other printed matter			3,940	5,453
All other			21,877	27,761
Perfumery, cosmetics, etc			1,387	1,105
Plants, trees, shrubs, etc:				
Bulbs, bulbous roots, etc.....M..	241	173	11,968	11,567
All other			55	22
Precious and semiprecious stones:				
Pearls and parts of, not strung			8,768	110
Other precious stones, cut but not set			11,921	308
Imitation precious stones			5,808	842
Seeds:				
Castor beans or seeds.....bush..		4,295		13,479
Grass.....lbs..	35,100		3,686	
All other			6,909	43,195
Shells, unmanufactured				17,023
Silk, and manufactures of:				
Unmanufactured—Waste.....lbs..	59,000	278,654	38,635	223,353
Silk, raw, in skeins, etc.....lbs..	1	1,499	2	12,219
Manufactures of—				
Fabrics woven in the piece			14,320	13,597
Laces, embroideries, etc			25,190	46,772
Wearing apparel			61,289	67,868
All other			23,421	40,274
Spices: Unground—				
Cassia and cassia vera.....lbs..	3,622,478	2,938,742	277,917	226,836
Ginger root, not preserved.....lbs..	133,489	200,983	5,441	15,786
Pepper, black or white.....lbs..	416,506	1,411,065	64,501	217,103
All other.....lbs..	86,856	187,450	10,243	18,022
Spirits, distilled:				
Cordials.....pf. galls..	3,961	2,523	4,265	3,844
All other.....pf. galls..	72,620	23,773	88,869	39,146
Straw and grass, manufactures of			31,367	18,024
Sugar:				
Cane.....lbs..	336,736	124,522	16,564	7,841
Sugar candy and confectionery.....lbs..	47,642	48,637	3,327	3,858
Tea.....lbs..	740,396	497,240	159,460	151,592
Tin in blocks, bars, etc.....lbs..	5,071,319	13,523,832	2,070,908	7,769,260
Tobacco, and manufactures of:				
Leaf.....lbs..	506,882	762,677	87,141	197,692
Manufactures			31,816	44,170
Tungsten-bearing ore.....tons..		242	150	214,266
Vegetables:				
Beans and lentils.....bush..	12,192	17,609	21,634	44,639
Prepared or preserved—				
Mushrooms and truffles.....lbs..	35,924	35,448	21,035	27,060
Pickles and sauces			77,199	83,913
All other			191,699	159,303
All other in their natural state			61,675	76,040
Wood, and manufactures of:				
Unmanufactured—				
Logs and round timber.....M ft..	51		5,661	
Rattans and reeds			19,014	25,066
All other			43,055	69,643

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Imports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
ASIA—Continued.				
HONGKONG—continued.				
Wood, and manufactures of—Continued.				
Manufactures of—				
Baskets of bamboo, wood, etc			$34,599	$26,960
Chair cane or reed			113,332	79,762
Furniture			74,404	16,761
All other			41,957	33,526
Wool, hair of the camel, etc., manufactures of:				
Carpets and rugs woven whole.....sq. yds..	408	1,257	2,506	2,855
All other			247	60
Zinc ore and calamine.....zinc contents..lbs..	4,480,860		154,000	
All other articles			76,057	52,363
Total			7,512,396	18,086,274
JAPAN.				
Agricultural implements and parts of			2,380	4,505
Aluminum, manufactures of			4,609	13,160
Animals			1,471	1,560
Antimony, matte, regulus, etc.....lbs..	5,826,151	15,430,505	753,653	1,917,454
Articles specially imported:				
For diplomatic officers			3,126	16,357
For the United States				27,571
Philosophical and scientific apparatus			8,716	14,077
For manufacture in bonded warehouse, and export			17,348	22,478
All other			4,717	5,366
Articles, the growth, produce, etc., of the United States, returned			115,420	341,511
Art works			376,257	287,052
Beads, and bead ornaments			97,420	216,733
Bones, hoofs, and horns, and manufactures of, including combs			17,796	27,298
Brass, fit only for remanufacture.....lbs..	1,135	224,000	382	27,330
Breadstuffs:				
Bread and biscuit			49,844	52,097
Corn.....bush..	6,761	26,646	11,695	23,814
Farinaceous substances, sago, tapioca, etc			4,569	20,968
Macaroni, vermicelli, etc.....lbs..	435,046	452,481	20,076	28,702
Rice—				
Uncleaned and paddy.....lbs..	80,334,546	62,009,763	2,271,662	2,547,945
Cleaned.....lbs..	4,116,440	126,421,422	97,514	4,266,151
Rice flour, rice meal, and broken rice.....lbs..	1,548,646	4,114,294	36,942	153,628
Wheat.....bush..	21,891	5,289	24,785	8,825
All other			139,895	64,029
Bristles, sorted, bunched, etc.....lbs..	79,552	282,403	95,708	542,818
Bronze, manufactures of			463,949	367,043
Brushes, feather dusters, etc			1,800,300	2,875,071
Buttons, and parts of			967,834	1,026,231
Carbon, and manufactures of			79,146	76,061
Cars, carriages, other vehicles, and parts of: Bicycles, motor and other cycles, etc			8,102	10,236
Cement (except hydraulic)			13	9,859
Chemicals, drugs, dyes, and medicines:				
Acids—				
Oxalic.....lbs..	45,066		22,650	
All other			10,049	7,666
Bark, cinchona, and alkaloids or salts of—Quinia, sulphate of.....ozs..	500	31,358	336	32,611
Coal-tar distillates, preparations, or products—				
Dead, or creosote oil.....galls..		1,342,256		99,679
Indigo, natural, or synthetic.....lbs..	83,213		70,470	
All other			21,377	122,978
Extracts for tanning.....lbs..		730,000		57,757
Fusel oil or amylic alcohol.....lbs..		38,321		17,552
Glycerin, crude.....lbs..	80,000	42,520	22,488	14,284
Gums—				
Camphor—				
Crude.....lbs..	6,687,788	3,235,058	2,038,392	1,241,830
Refined.....lbs..	3,528,893	1,102,637	1,567,977	776,476
Shellac.....lbs..	59,806	16,230	24,363	6,814
All other			12,058	25,233
Iodine, crude or resublimed.....lbs..	2,810	53,092	9,587	134,127
Licorice root.....lbs..		742,533		58,353

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Imports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
ASIA—Continued.				
JAPAN—continued.				
Chemicals, drugs, dyes, and medicines—Continued.				
Potash (see also Fertilizers)—				
Carbonate of....lbs..	140,512	1,869,094	$32,972	$600,689
Cyanide of....lbs..	72,772	2,177	51,675	664
All other....lbs..	529,962	1,679,988	254,621	791,375
Preparations, medicinal			12,581	14,751
Soda—				
Cyanide of....lbs..	562,463	3,360	345,659	2,372
All other			2,177	24
Sulphur or brimstone....tons..	11,791	278	205,286	8,602
All other chemicals			1,254,541	1,464,643
Clocks and watches, and parts of:				
Clocks, and parts of			1,840	5,842
Watches, and parts of			36,502	316,431
Coal and coke:				
Coal, bituminous....tons..	65,146	7,889	196,904	32,372
All other....tons..	76		167	
Collodion, and manufactures of			7,195	34,475
Copper, and manufactures of:				
Unrefined, black, etc., in bars, etc....lbs..	8,853,513	1,180,480	2,085,665	299,513
Refined, in bars, plates, etc....lbs..	747,930	689,868	218,353	175,686
All other			15,086	9,212
Cotton, and manufactures of:				
Unmanufactured....lbs..		74,205		15,260
Cloths—				
Unbleached....sq. yds..	7,822	543,305	709	251,674
Bleached....sq. yds..	569,476	123,734	76,683	27,418
Dyed, colored, stained, painted, or printed—				
Dyed in the piece....sq. yds..	4,227,501	1,625,238	527,093	285,575
Printed....sq. yds..	1,395,004	1,013,412	196,924	165,090
All other....sq. yds..	3,788,158	2,341,264	342,466	411,933
Handkerchiefs or muffiers			15,307	24,167
Laces, embroideries, etc., and articles made thereof (except wearing apparel):				
Embroideries, edgings, insertings, etc			349,852	152,148
Laces, and lace articles, including lace edgings, insertings, and galloons—				
Handmade			65,159	35,054
All other			74,518	57,881
All other			871,076	760,076
Waste, or flocks....lbs..	4,168,478	2,303,908	212,833	146,679
Wearing apparel			453,550	1,119,608
All other			658,411	842,720
Earthen, stone, and china ware:				
China, porcelain, etc—				
Not decorated or ornamented			37,985	59,061
Decorated or ornamented			1,549,118	2,211,072
Earthen and crockery ware—				
Not decorated or ornamented			15,358	19,634
Decorated or ornamented			249,838	250,486
All other			80,277	28,179
Edible substances			327,431	455,883
Eggs of poultry....doz..	44,465	236,420	9,080	53,783
Eggs, dried, frozen, etc....lbs..	27,946	146,392	5,531	42,854
Electric lamps:				
Metal filament....No..	7,294,180	1,511,123	164,363	49,122
All other			8,365	32,707
Fans			78,564	66,394
Feathers, etc., natural and artificial:				
Feathers, suitable for millinery ornaments, flowers, fruits, etc., artificial or ornamental, and manufactures of			72,089	78,946
All other			11,323	30,992
Fertilizers:				
Potash—				
Muriate of....tons..	351	584	84,567	155,328
Sulphate of....tons..	653	133	20,240	19,089
All other			34,297	181,080
Fibers, vegetable, and textile grasses, and manufactures of:				
Unmanufactured—				
Flax....tons..	278	605	45,488	102,016
Jute and jute butts....tons..	51	214	4,200	31,168
Kapoc....tons..	63		21,300	
Manila....tons..	94		17,826	
Sisal grass....tons..		154		29,640
All other....tons..	710	577	60,106	89,399

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Imports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
ASIA—Continued.				
JAPAN—continued.				
Fibers, vegetable, and textile grasses, and manufactures of—Continued.				
Manufactures—				
Bags, of jute.....lbs.	794,475	1,052,332	$79,063	$143,451
Fabrics, plain woven—				
Burlaps, not bleached.....lbs.	1,633,711	243,010	127,866	51,213
All other.....	.....	.....	1,554	66,271
Laces, and embroideries, and articles made thereof (except wearing apparel).....	.....	.....	181,218	323,964
All other.....	.....	.....	87,216	305,012
Fish:				
Cured or preserved.....	.....	.....	352,049	512,487
Shellfish—				
Crab meat.....lbs.	4,000,587	4,839,577	883,187	1,298,726
Shrimps and other shellfish, and turtles.....	.....	.....	169,029	184,916
All other fish.....	.....	.....	1,347	249,344
Fruits, and nuts:				
Fruits—				
Oranges.....	.....	.....	33,669	3,958
All other.....	.....	.....	5,966	180,509
Nuts—				
Cocoanut meat.....lbs.	3,358,095	7,558,890	160,172	401,898
Peanuts—				
Not shelled.....lbs.	6,593,453	2,514,183	270,491	118,736
Shelled.....lbs.	15,102,833	54,394,163	673,411	3,506,893
Walnuts—				
Not shelled.....lbs.	1,811,152	873,230	119,157	81,833
Shelled.....lbs.	76,184	420,267	11,786	112,532
All other.....	.....	.....	8,424	27,841
Furs, and manufactures of:				
Furs, and fur skins, undressed.....	.....	.....	721,689	1,712,511
All other.....	.....	.....	12,090	29,019
Glass, and glassware.....	.....	.....	96,082	351,713
Gold and silver, manufactures of, including jewelry:				
Gold and silver, manufactures of.....	.....	.....	36,674	21,326
Jewelry.....	.....	.....	27,329	15,276
Hair, and manufactures of.....	.....	.....	21,557	63,378
Hats, bonnets, and hoods, and materials for:				
Materials for.....	.....	.....	4,341,971	4,080,862
Hats, bonnets, and hoods, of straw, chip, etc.....	.....	.....	521,587	68,981
Hides and skins (except fur skins), raw or uncured:				
Buffalo—Dry.....lbs.	29,241	46,049	3,743	5,312
Calfskin—Dry.....lbs.	.....	32,437	.....	13,424
Cattle—				
Dry (12 pounds and over).....lbs.	103,244	55,186	35,766	22,873
Green or pickled (25 pounds and over).....lbs.	57,594	1,909	18,769	664
Goatskins—				
Dry.....lbs.	262,466	48,342	141,410	20,232
Green or pickled.....lbs.	.....	246,500	.....	30,014
Horse, colt, and ass skins—Dry.....lbs.	127,478	30,157	24,577	7,149
Sheepskins—Dry.....lbs.	103,215	635	32,658	142
All other.....lbs.	102,161	5,623	9,520	1,693
Household and personal effects, and wearing apparel in use, etc.....	.....	.....	49,970	57,184
India rubber, gutta-percha, and substitutes for, and manufactures of:				
Gutta jelatong.....lbs.	670	256,527	101	13,453
India rubber.....lbs.	67,133	61,160	34,468	37,481
Manufactures of.....	.....	.....	32,333	32,112
Iridium, osmium, osmiridium, etc .....ozs. troy..	543	100	22,356	6,878
Iron and steel, and manufactures of:				
Pig iron.....tons.	.....	85	.....	16,440
Pen or pocket knives.....doz.	1,274	17,578	1,188	16,981
Scissors and shears.....doz.	11,588	29,141	22,292	79,049
All other.....	.....	.....	161,712	473,561
Ivory, manufactures of.....	.....	.....	14,732	17,187
Lead, and manufactures of.....	.....	.....	1,508	2,014
Leather and tanned skins, and manufactures of.....	.....	.....	36,742	506,668
Manganese, oxide of, and ore.....tons.	3,007	2,419	92,608	79,645
Matches, friction or lucifer.....	.....	.....	937,647	1,057,696
Matting and mats, for floors, of coco fiber, rattan, etc.....sq. yds.	10,573,717	10,903,997	1,427,094	1,690,670

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Imports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
ASIA—Continued.				
JAPAN—continued.				
Meat products:				
Sausage casings			$103,332	$110,896
All other			36,368	43,770
Metals, metal compositions, and manufactures of			217,047	255,997
Minerals, crude, n. e. s			45,291	399,388
Moss, seaweed, etc., and manufactures of			45,007	98,366
Musical instruments			124,748	337,349
Oilcake.....lbs.	15,307,469	34,080	180,776	916
Oils:				
Animal—				
Cod and cod liver.....galls.	73,484	71,956	36,176	45,013
All other animal.....galls.	1,934,200	1,563,195	699,381	831,983
Mineral—Refined, all other.....galls.		10		16
Vegetable—				
Expressed—				
Chinese nut.....galls.	71,324	48,712	43,467	30,748
Coconut.....lbs.	5,257,235	59,256,558	619,816	6,930,654
Cottonseed.....lbs.	2,251,807	1,837,199	174,625	195,376
Flaxseed or linseed.....galls.	73,490	50,010	43,857	31,241
Peanut.....galls.	1,904,555	4,630,994	1,159,089	4,157,424
Rape seed.....galls.	918,562	2,870,364	495,306	2,544,802
Soya bean.....lbs.	67,169,454	86,830,583	4,623,383	8,255,001
All other			151,736	1,065,389
Distilled and essential			43,784	164,614
Paints, pigments, colors, etc			1,846	7,957
Paper stock, crude (except wood pulp):				
Rags (other than woolen).....lbs.	4,317,214	269,200	77,170	8,647
All other (including grasses, etc., used chiefly for paper making)			30,385	15,582
Paper and manufactures of:				
Books, music, maps, etc., and other printed matter			132,329	123,329
Paper hangings			91,643	88,339
All other			1,473,423	1,600,444
Paraffin (not including oil).....lbs.	481,843	1,108,411	50,167	109,489
Penholders and pens, etc			7,251	10,634
Perfumery and cosmetics			34,950	47,849
Phonographs, gramophones, etc			12,929	76,604
Photographic goods, n.e.s.: Motion-picture films..lin. ft.	67,165	252,608	6,849	26,339
Pipes and smokers' articles			19,894	28,865
Plants, trees, shrubs, and vines:				
Bulbs, bulbous roots, corms, etc.....M..	16,484	15,253	383,868	391,259
All other			26,493	9,420
Plumbago or graphite.....tons..	2,901	1,091	79,884	59,432
Precious, and semiprecious stones and imitations of:				
Pearls, and parts of, not strung, etc			39,947	4,613
All other precious, semiprecious stones and imitations of			23,240	8,544
Seeds:				
Castor beans or seeds.....bush..	10,284	124,793	18,631	353,953
Flaxseed or linseed.....bush..	110,408	27,278	171,537	55,020
Grass.....lbs..	1,601,559	457,020	23,371	14,847
Sugar beet.....lbs..		932,972		251,978
All other			727,353	1,847,898
Shells, and manufactures of			19,857	8,412
Silk, and manufactures of:				
Unmanufactured—				
Cocoons.....lbs..	51,198	183,845	46,305	239,212
Raw, in skeins reeled from the cocoon or reeled.....lbs..	26,341,833	28,645,529	124,924,951	153,740,623
Waste.....lbs..	2,078,295	4,337,760	1,649,172	3,999,494
Manufactures of—				
Fabrics, woven in the piece			9,089,356	9,560,992
Laces and embroideries			109,631	151,001
Spun silk or schappe silk yarn.....lbs..	26,689	601,880	70,608	559,044
Wearing apparel			926,467	1,001,208
All other			1,372,448	1,801,962
Spices:				
Unground—				
Cassia, and cassia vera.....lbs..	401,774	41,256	27,754	6,106
Ginger root, not preserved.....lbs..	379,511	1,440,107	19,300	79,948
Pepper, black or white.....lbs..	117,156	64,222	7,966	11,651
All other spices.....lbs..	2,345,400	1,603,572	170,915	123,353

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Imports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
ASIA—Continued.				
JAPAN—continued.				
Spirits, wines, malt liquors, and other beverages:				
Wines, still—				
In casks.....galls..	268,325	196,984	$180,328	$151,512
In other coverings.....doz. qts..	49,583	51,229	131,949	161,513
All other.....	.....	.....	4,306	2,258
Starch.....lbs..	18,008,666	21,806,975	799,775	1,494,131
Stone, and manufactures of, n. e. s.....	.....	.....	7,005	6,786
Straw and grass, and manufactures of.....	.....	.....	152,033	173,452
Sugar:				
Cane.....lbs..	21,885,000	7,840,000	873,135	307,626
Candy and confectionery.....lbs..	46,703	37,769	5,374	5,666
Tea.....lbs..	52,418,963	52,996,471	8,825,089	9,511,283
Tea waste, siftings, or sweepings, for manufacturing purposes.....lbs..	1,346,719	1,720,131	69,818	137,684
Tin, in bars, blocks, pigs, or grain or granulated..lbs..	728,888	1,049,180	286,111	723,777
Tobacco, leaf.....lbs..	35,875	3,495,418	3,501	579,823
Toys:				
Dolls, and parts of.....	.....	.....	108,608	474,882
All other.....	.....	.....	1,097,744	1,435,535
Tungsten-bearing ore.....tons..	286	965	374,404	1,157,329
Umbrellas, parasols, and sunshades, etc.....	.....	.....	55,062	35,976
Vegetables:				
Beans and lintels.....bush..	1,651,139	3,232,983	4,644,978	12,734,334
Onions.....bush..	9,641	16,675	12,973	45,261
Peas, dried.....bush..	456,106	1,107,996	784,023	3,164,931
Prepared or preserved—				
Mushrooms and truffles.....lbs..	646,172	461,956	132,458	135,308
Pickles and sauces.....	.....	.....	14,789	47,653
All other prepared or preserved.....	.....	.....	326,039	412,287
All other in natural state.....	.....	.....	20,293	87,385
Vinegar.....pf. galls..	26,831	27,534	4,228	4,790
Waste.....	.....	.....	223,028	87,385
Wax:				
Vegetable.....lbs..	2,600,094	2,600,133	310,916	330,923
All other.....lbs..	267	8	33	3
Wood, and manufactures of:				
Unmanufactured—				
Rattans and reeds.....	.....	.....	5,927	60,153
All other.....	.....	.....	92,015	63,712
Manufactures of—				
Lumber—				
Boards, planks, deals, and other sawed lumber .....M ft..	825	95	30,249	7,076
Boards, planks, deals, and other forms of sawed cabinet wood.....M ft..	3,987	164	144,857	9,359
All other.....	.....	.....	18,061	18,836
Baskets of bamboo, wood, etc.....	.....	.....	482,361	363,674
Chair cane or reed.....	.....	.....	14,777	10,186
Furniture.....	.....	.....	56,453	14,464
All other.....	.....	.....	224,581	328,186
Wool, hair of the camel, goat, etc., and other like animals, and manufactures of:				
Unmanufactured—				
Class 1—Clothing.....lbs..	68,116	28,435	16,737	7,309
Class 2—Combing.....lbs..	46,484	54,987	12,914	33,269
Class 3—Carpet.....lbs..	9,652	7,144	2,683	4,555
Manufactures of—				
Carpets, and carpeting—				
Carpets and rugs, woven whole.....sq. yds..	13,338	11,859	63,313	33,505
All other.....sq. yds..	1,968	2,068	2,887	2,666
Dress goods, women's and children's.....lbs..	32,068	41,545	44,109	59,404
Wearing apparel.....	.....	.....	15,100	13,312
Wool wastes.....	.....	.....	5,579	422
All other.....	.....	.....	30,504	57,672
Zinc, and manufactures of:				
Zinc dust.....lbs..	883,164	296,699	111,560	36,431
All other manufactures of.....	.....	.....	.....	2,891
All other articles.....	.....	.....	1,109,083	220,292
Total.....	.....	.....	208,127,478	284,945,439

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Imports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
ASIA—Continued.				
PERSIA.				
Art works			$1,861	
Chemicals, drugs, dyes, and medicines:				
Gums				$50,747
Opium containing 9 per cent and over of morphia ..lbs..	10,257	3,758	35,684	26,352
All other			20,192	2,748
Furs and fur skins, undressed			166	
Meats: Sausage casings			4,646	34,726
Silk, manufactures of			31	15
Tobacco: Leaf—All other..lbs..	21,050	14,121	6,766	7,784
Wool: Manufactures of—Carpets and carpeting—				
Carpets and rugs woven whole..sq. yds..	261,516	142,740	913,438	756,374
All other articles			44,875	9,338
Total			1,027,659	888,084
RUSSIA IN ASIA.				
Articles, U. S., returned			1,536	4,359
Chemicals, drugs, dyes, and medicines:				
Fusel oil or amylic alcohol..lbs..	12,417	10,848	3,300	3,448
Gums, camphor, refined and synthetic..lbs..		81,350		35,388
Lactarene or casein..lbs..	900,126		74,582	
Licorice root..lbs..	41,470,742	6,057,800	1,102,947	174,659
All other			5,656	
Cotton laces			981	10,676
Fur skins, undressed			176,418	253,789
Furs, dressed, and manufactures of			267	544
Hair:				
Horsehair..lbs..	164,954	60,000	67,739	25,000
Unmanufactured—Other animal..lbs..		23,440		20,640
Ivory, animal..lbs..	6,513	15,155	1,405	3,852
Meats: Sausage casings			1,058,045	459,172
Oil cake..lbs..	213,927	527,720	2,617	8,866
Photographic goods—Motion-picture films: Positives..lin. ft..	231,863		58,198	
Platinum: Unmanufactured..oz. troy..		21,000		2,000,000
Plants, trees, shrubs, etc.: Bulbs, bulbous roots, etc..M..		82		5,278
Seeds:				
Grass—				
Clover—				
Red..lbs..	190,650		22,881	
All other..lbs..	601,571		65,333	
All other..lbs..	1,673,919	1,542,345	203,966	52,420
Sugar beet..lbs..	6,241,449	3,593	843,143	458
Vegetables:				
Beans and lentils..bush..		2,501		10,335
Peas, dried..bush..		11,559		16,818
Prepared or preserved—mushrooms and truffles ..lbs..	7,380		3,690	
Whalebone, unmanufactured..lbs..	4,221	6,467	2,607	3,234
Wool, and manufactures of:				
Unmanufactured—				
Class 1—Clothing..lbs..		37,908		9,105
Class 3—Carpet..lbs..		2,602,589		541,653
Manufactures of—				
Carpets and rugs woven whole..sq. yds..	70,179	1,300	301,303	6,324
All other			228	
All other articles			21,327	3,645
Total			4,018,169	3,649,663
SIAM.				
Art works				5,679
Breadstuffs: Rice—Cleaned..lbs..	488,400		10,963	
Brushes, feather dusters, etc				1,547
Buttons and parts of				4,694
Chemicals, drugs, etc.—Gums:				
Shellac..lbs..	22,045	58,649	3,834	10,621
All other			9,165	27,881
Hides and skins (except fur skins):				
Calfskins—Green or pickled..lbs..	19,294		3,801	
All other..lbs..		2,643		706

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Imports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
ASIA—Continued.				
SIAM—continued.				
Household and personal effects				$4,619
Oils, fish and other animal.....galls.		9,728		4,600
Precious and imitation precious stones				1,522
Shells-mother-of pearl				19,125
Spices: Unground—Pepper, black or white.....lbs.	33,400		$5,303	
Tungsten-bearing ore.....tons.	50	50	48,877	17,166
Wood, unmanufactured			28,219	57,639
All other articles			260	1,183
Total			109,442	156,981
TURKEY IN ASIA.				
Fruits: Dates.....lbs.	20,291,460	5,049,310	305,829	216,399
Meats: Sausage casings				2,376
Tobacco: Unmanufactured—Leaf.....lbs.	18,450		5,508	
Wool:				
Unmanufactured—Class 3—Carpet.....lbs.	9,889		2,453	
Manufactures of—Carpets and rugs.....sq. yds.		647		2,283
All other articles			209	981
Total			313,999	222,039
OTHER ASIA.				
Fruits: Dates.....lbs.	1,398,360	428,508	38,615	19,350
All other articles				681
Total			38,615	20,031
OCEANIA.				
BRITISH—AUSTRALIA.				
Animals			5,677	3,845
Articles specially imported:				
Articles temporarily imported for export within six months			7,723	2,017
Philosophical and scientific apparatus				380
Articles, the growth, produce, and manufacture of the United States, returned			137,546	197,111
Art works			1,186	1119
Blood, dried			24,699	4,125
Breadstuffs:				
Corn.....bush.	6,416	30,812	4,199	35,652
Wheat.....bush.	59,000	3,475,079	79,936	5,036,339
Wheat flour.....bbls.		207,451		1,389,425
All other				462
Chemicals, drugs, dyes, and medicines:				
Gums—				
Copal, kauri, and damar.....lbs.	22,650	37,996	9,249	5,172
All other			318	11,586
Lactarene or casein.....lbs.	5,687	594,242	702	76,394
All other			46,024	42,720
Coal and coke:				
Coal—				
Anthracite.....tons.		3		24
Bituminous.....tons.	28,158	1,413	84,627	5,157
Coke.....tons.	1,738		9,551	
Cotton, manufactures of:				
Cloth—Bleached.....sq. yds.	12,137	12,913	3,169	3,439
All other			8	115
Eggs, dried, frozen, etc.....lbs.	927,882	306,203	85,459	26,256
Fruits and nuts:				
Fruits—				
Currants.....lbs.	16,800	56,000	2,744	8,062
Fruits, preserved			16,960	110,166
All other			3,700	227
Nuts—				
Coconut meat, broken, or copra.....lbs.	47,945,654	96,494,824	2,502,590	6,114,341
All other			4,173	675
Furs, and manufactures of:				
Furs and fur skins, undressed			1,953,939	5,417,664
Furs, dressed, and manufactures of			146	21,416

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Imports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
OCEANIA—Continued				
BRITISH—AUSTRALIA—continued.				
Grease and oils.....lbs..	.....	290,690	.....	$46,656
Hair, and manufactures of:				
Unmanufactured—				
Horse.....lbs..	38,315	42,514	$29,350	33,750
Other animal.....lbs..	128,950	20,561	8,050	2,069
Manufactures of.....	.....	.....	28	.....
Hides and skins (except fur skins), raw or uncured:				
Buffalo hides, dry.....lbs..	7,080	44,730	1,748	5,977
Calfskins—Dry.....lbs..	2,175	.....	2,336	.....
Cattle hides—				
Dry (12 pounds and over).....lbs..	59,655	25,699	15,666	7,948
Green or pickled (25 pounds or over).....lbs..	.....	100,988	.....	22,939
Goatskins, green or pickled.....lbs..	.....	88,849	.....	47,165
Kangaroo.....lbs..	837,287	634,975	646,210	694,016
Sheepskins—				
Dry.....lbs..	272,035	39,464	54,080	15,769
Green or pickled.....lbs..	3,114,468	2,136,285	710,405	484,788
All other.....lbs..	2,614	208,739	1,723	26,999
Hide cuttings, raw, and other glue stock.....lbs..	423,666	213,895	10,210	6,151
Household and personal effects.....	.....	.....	4,663	9,271
India rubber, etc., and manufactures of:				
India rubber, crude.....lbs..	.....	4,721	.....	3,883
India rubber, scrap or refuse, fit only for remanufacture.....lbs..	328,176	41,264	13,738	2,051
Manufactures of.....	.....	.....	927	.....
Iridium, osmium, osmiridium, etc.....ozs. troy..	145	314	14,638	32,133
Iron, chromate of.....tons..	1,486	4,112	14,296	189,233
Iron and steel, and manufactures of.....	.....	.....	10,777	8,466
Ivory, vegetable (tagua nuts).....lbs..	2,637	.....	61	.....
Leather and tanned skins, and manufactures of:				
Leather and tanned skins—				
Belting and sole.....	.....	.....	79,700	755,853
All other.....	.....	.....	2,682	238,806
Manufactures of.....	.....	.....	377	155
Manganese, oxide and ore of.....tons..	69	96	3,107	4,300
Meat and dairy products:				
Meat products—				
Fresh meats—Beef and veal.....lbs..	201,641	569,053	21,207	80,428
Prepared or preserved.....	.....	.....	4	150,092
Sausage casings.....	.....	.....	281,238	206,655
All other.....	.....	.....	.....	113,395
Dairy products—				
Butter, and substitutes for.....lbs..	6,696	1,004,957	2,633	324,699
Cheese, and substitutes for.....lbs..	606	.....	395	.....
Milk, fresh and condensed.....	.....	.....	151	1,557
Moss, seaweed, etc.....	.....	.....	4,502	3,225
Nickel ore and matte.....nickel cont..lbs..	2,912,298	2,274,240	669,821	498,305
Oils:				
Animal—Cod and cod liver oil.....galls..	4,206	.....	2,940	.....
Vegetable—				
Expressed—Coconut.....lbs..	1,422,321	2,951,647	160,084	378,825
Distilled and essential.....	.....	.....	72,558	93,377
Oleo stearin.....lbs..	.....	10	.....	2
Paper stock, crude (except wood pulp).....	.....	.....	462	452
Paper, and manufactures of:				
Books, music, maps, engravings, etchings, photographs, and other printed matter.....	.....	.....	2,735	4,156
All other.....	.....	.....	931	3,257
Precious and semiprecious stones, and imitations of:				
Precious stones, uncut.....	.....	.....	53,328	18,610
Other precious and semiprecious stones, cut but not set.....	.....	.....	25,577	5,932
Seeds:				
Grass—				
Clover.....lbs..	42,886	71,062	10,836	14,801
All other.....lbs..	119,124	141,965	28,673	37,140
All other.....	.....	.....	5,132	10,084
Shells, and manufactures of:				
Unmanufactured—				
Mother-of-pearl.....	.....	.....	1,183,680	1,278,080
All other.....	.....	.....	7,077	63,465
Manufactures of.....	.....	.....	378	575
Tea.....lbs..	178,804	148,108	46,039	41,655
Tin: Bars, blocks, pigs.....lbs..	2,986,833	7,291,645	1,246,596	4,282,844

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Imports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
OCEANIA—Continued.				
BRITISH—AUSTRALIA—continued.				
Vegetables:				
Onions.....bush..	63,730	5,260	$33,986	$6,687
Peas, dried.....bush..	9,447	35,644	23,011	91,108
Potatoes (except sweet potatoes).....bush..	22,563	.....	24,207	.....
Prepared or preserved.....	.....	.....	.....	9,337
All other in their natural state.....	.....	.....	958	.....
Wood, and manufactures of:				
Unmanufactured.....	.....	.....	72,729	349,577
Manufactures of—				
Lumber—				
Boards, planks, deals, and other sawed lumber.....M ft..	107	511	6,941	39,126
All other lumber.....	.....	.....	12	.....
All other manufactures of.....	.....	.....	2,121	2,249
Wool, hair of the camel, goat, alpaca, and other like animals, and manufactures of:				
Unmanufactured—Wool of the sheep, hair of the camel, and other like animals—				
Class 1—Clothing.....lbs..	802,618	29,956,449	293,442	19,778,829
Class 3—Carpet.....lbs..	.....	161	.....	64
Wool wastes.....	.....	.....	.....	157,304
Manufactures of.....	.....	.....	22	89
Zinc, and manufactures of:				
Ore and calamine.....zinc cont..lbs..	46,474,494	1,578,675	1,595,079	50,033
All other manufactures of.....	.....	.....	177	.....
All other articles.....	.....	.....	180,049	234,034
Total.....	.....	.....	12,718,788	49,471,485
BRITISH—NEW ZEALAND.				
Animals:				
Sheep.....No..	405	435	13,867	21,915
All other.....	.....	.....	1,022	9
Articles, the growth, produce, and manufacture of the United States, returned.....	.....	.....	14,741	33,914
Chemicals, drugs, dyes, and medicines:				
Gums—Copal, kauri, and damar.....lbs..	6,389,002	5,169,065	978,780	748,946
All other.....	.....	.....	331	8,629
Cocoa, of cacao, crude.....lbs..	83,557	150,080	14,536	28,825
Fibers, vegetable and textile grasses:				
Flax.....tons..	19	.....	2,344	.....
Hemp.....tons..	1,860	189	430,521	34,212
Jute and jute butts.....tons..	43	.....	12,600	.....
New Zealand flax.....tons..	7,051	9,824	1,537,128	3,462,767
Fruits and nuts: Nuts—Coconut meat, broken, etc.....lbs..	11,129	3,082,402	629	240,586
Furs and fur skins, undressed.....	.....	.....	62,809	444,048
Grease and oils.....lbs..	.....	589,191	.....	64,036
Hair:				
Unmanufactured.....lbs..	2,779	.....	348	.....
Horse.....lbs..	.....	11,840	.....	6,500
Hides and skins (except fur skins), raw or uncured:				
Cattle hides—Dry (12 pounds and over).....lbs..	.....	86,459	.....	18,459
Goat skins—				
Dry.....lbs..	.....	248,029	.....	91,421
Green or pickled.....lbs..	.....	46,600	.....	7,684
Sheepskins—				
Dry.....lbs..	219,178	730,561	44,926	255,879
Green or pickled.....lbs..	7,273,605	7,458,202	2,024,622	2,567,346
India rubber:				
Crude.....lbs..	.....	6,855	.....	3,324
Scrap.....lbs..	300	63,825	90	2,298
Leather and tanned skins:				
Belting and sole.....	.....	.....	.....	4,005
All other.....	.....	.....	.....	94,734
Meat and dairy products:				
Meat products—				
Sausage casings.....	.....	.....	557,962	464,658
All other.....	.....	.....	1,454	765,701
Dairy products—				
Butter and substitutes for.....lbs..	50,400	.....	16,892	.....
Milk, fresh and condensed.....	.....	.....	12,628	7,568
Oils:				
Animal.....galls..	.....	12,091	.....	10,161
Coconut.....lbs..	.....	229,065	.....	33,308

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Imports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
OCEANIA—Continued.				
BRITISH—NEW ZEALAND—continued.				
Seeds:				
Grass—				
Clover.....lbs..	52,280		$8,652	
All other.....lbs..	92,288	344,150	15,752	$59,862
All other			1,240	10,312
Precious and semiprecious stones, and imitations of			2,317	3,100
Vegetables:				
Onions.....bush..	2,282		2,359	
Peas, dried.....bush..	989	308	3,174	1,591
All other			235	672
Wool, and manufactures of:				
Unmanufactured—Class 1—Clothing.....lbs..	262,312	4,117,146	114,127	2,043,960
Manufactures of			1,291	639
Zinc ore and calamine.....zinc..lbs..	1,888,051		105,880	
All other articles			172,556	295,709
Total			6,155,783	11,836,778
BRITISH—OTHER BRITISH.				
Articles, the growth, produce, and manufacture of the United States, returned			366	4,919
Cocoa, or cacao, crude.....lbs..		142,924		14,554
Fruits and nuts: Nuts—				
Coconuts in the shell			4,269	7,537
Coconut meat, broken, etc., not shredded.....lbs..	24,226,633	43,124,366	1,291,477	2,979,641
India rubber, crude.....lbs..		17,409		12,041
Shells: Unmanufactured—Mother-of-pearl			4,751	8,872
All other articles			595	1,875
Total			1,301,458	3,029,439
FRENCH.				
Articles, the growth, produce, and manufacture of the United States, returned			4,744	1,682
Art works			500	5,760
Chemicals, drugs, dyes, and medicines:				
Vanilla beans.....lbs..	223,011	272,900	253,570	266,883
All other			16,539	16,763
Fertilizers: Guano.....tons..	530		6,890	
Fruits and nuts:				
Fruits			4,396	2,437
Nuts—				
Coconuts in the shell			38,143	29,012
Coconut meat, broken, etc., not shredded, etc.....lbs..	19,188,888	29,385,019	1,077,578	2,076,475
Iron, chromate of.....tons..	34,807	20,400	326,781	227,833
Nickel ore and matte.....nickel cont..lbs..	387,805	111,207	81,503	23,365
Oils:				
Coconut.....lbs..		389,546		63,201
Distilled and essential			41,328	
Precious and semiprecious stones: Pearls, and parts of, not strung			3,251	4,000
Shells: Unmanufactured—Mother-of-pearl			182,092	115,786
Vegetables:				
Prepared or preserved			10,046	
All other			2	75
All other articles			19,677	1,401
Total			2,067,039	2,834,673
GERMAN.				
Cocoa, or cacao, crude.....lbs..	323,340	499,882	31,604	65,611
Fruits and nuts:				
Fruits			1,522	695
Nuts—Coconut meat, broken, etc., not shredded..lbs.	12,969,572	14,554,055	615,108	856,177
India rubber, crude.....lbs..		10,850		6,039
All other articles			830	3,398
Total			649,064	931,920

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Imports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
OCEANIA—Continued.				
PHILIPPINE ISLANDS.				
Articles specially imported:				
Temporarily imported for export within 6 months			$505	$2,500
For diplomatic officers			100	284
Philosophical and scientific apparatus			5,000	
Specimens of natural history, etc			1,133	3,002
Articles, the growth, produce, and manufacture of the United States, returned			71,067	34,640
Breadstuffs: Wheat flour ..bbls.		3,521		32,869
Bristles, sorted, bunched, etc ..lbs.		5,819		5,470
Buttons, and parts of			117,887	79,342
Chemicals, drugs, dyes, and medicines:				
Cinchona bark or salts of—Quinia, sulphate of ..ozs.	4,928	34,256	4,029	24,881
Gums—				
Copal, kauri, and damar ..lbs.	1,339,886	1,033,739	91,436	88,543
All other			305,008	6,805
All other			7,494	25,627
Cotton, manufactures of—				
Embroideries, edgings, etc			177,463	255,380
Laces, all other			267,156	414,987
Wearing apparel			997,418	1,224,952
Fibers, vegetable, etc., and manufactures of:				
Unmanufactured—				
Flax ..tons.		25		11,250
Hemp ..tons.	3,525	2,215	795,345	894,131
Kapoc ..tons.		160		53,154
Manila ..tons.	76,300	86,065	17,199,842	30,375,300
Sisal grass ..tons.	40	31	5,520	6,266
All other ..tons.	1,364	1,854	180,743	330,149
Manufactures of—				
Laces, edgings, etc			31,299	30,639
Wearing apparel			61,457	63,213
All other			27,200	299,791
Fruits and nuts:				
Nuts—Coconut meat, broken, etc., not shredded ..lbs.	87,056,662	219,555,171	4,114,045	9,949,785
All other nuts			10,711	2,475
Hats, etc., product of the Philippine Islands			652,066	634,366
Household and personal effects, etc			43,637	24,365
India rubber, unmanufactured:				
Gutta-percha ..lbs.	17,701	13,057	2,290	1,781
India rubber ..lbs.	45,061	80,644	21,785	40,698
Meat and dairy products—				
Meat products—Fresh meats—Beef and veal ..lbs.		251,344		23,879
Oils: Vegetable—Expressed—Coconut ..lbs.	44,254,050	154,704,481	5,141,002	18,229,369
Precious stones: Pearls, and parts of, etc			52,896	65,863
Shells: Unmanufactured—				
Mother-of-pearl			111,334	59,913
All other			25,833	23,730
Silk:				
Unmanufactured—Raw in skeins ..lbs.	2,201		12,842	
Manufactures of			25,202	92,13
Spirits, wines, etc.: Wines—Still wines—				
In casks ..galls.	6,756		5,357	
In other coverings ..doz. qts.	325		1,483	
Sugar: Cane ..lbs.	267,891,954	173,600,941	8,382,562	7,913,247
Tobacco:				
Leaf ..lbs.	2,968,772	7,622,978	440,676	1,665,341
Cigars and cheroots ..lbs.	2,069,429	4,018,363	2,464,638	4,484,410
Cigarettes ..lbs.	20,064	11,731	13,414	9,356
Vegetables: In their natural state			3,324	
Wood, and manufactures of:				
Unmanufactured—				
Cabinet woods—				
Mahogany ..M ft.	1,664	180	100,203	9,500
All other			1,764	250
Rattans and reeds			22,815	41,702
All other			7,731	51,466
Manufactures of—				
Lumber—				
Boards and other sawed lumber ..M ft.	3,682	3,963	155,726	192,488
All other			7,885	1,034
All other manufactures of			38,013	30,214
Products of the Philippine Islands, n. e. s			211,268	281,427
All other articles			34,845	11,441
Total			42,436,247	78,101,412

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Imports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
AFRICA.				
BELGIAN KONGO.				
Chemicals, drugs, etc.: Gums—Copal, kauri, and damar.....lbs..	559,235	.....	$33,704	.....
Fur and fur skins, undressed.....	.....	.....	.....	$6,831
Ivory, animal.....lbs..	660	5,188	1,450	7,978
All other articles.....	.....	.....	1,450	.....
Total.....	.....	.....	35,154	14,809
BRITISH AFRICA—WEST.				
Chemicals, drugs, dyes, etc.:				
Gums—Copal, kauri, and damar.....lbs..	56,470	.....	5,082	.....
All other.....	.....	.....	228	.....
Cocoa, or cacao, crude.....lbs..	40,424,917	99,397,070	4,698,227	10,224,295
Coffee.....lbs..	.....	730,016	.....	62,799
Copper, unrefined black, etc.....lbs..	.....	2,435,360	.....	572,309
Fibers, unmanufactured: All other.....tons..	40	122	5,643	20,533
Fish:				
Fresh (except shellfish).....lbs..	389,792	.....	20,155	.....
All other.....	.....	.....	765	.....
Fruits and nuts: Nuts.....	.....	.....	575,733	318,439
Hides and skins (except fur skins):				
Calfskins—Dry.....lbs..	568,361	846,338	153,758	265,571
Cattle hides—				
Dry (12 pounds and over).....lbs..	2,808,683	2,008,634	705,705	565,914
Green (25 pounds and over).....lbs..	70,430	.....	21,422	.....
Goatskins—Dry.....lbs..	2,753,901	1,622,372	1,264,626	923,472
Sheepskins—Dry.....lbs..	81,780	132,622	16,394	80,726
All other.....lbs..	.....	171,668	.....	46,350
India rubber, gutta-percha, etc.: Unmanufactured—				
Gutta-percha.....lbs..	186,650	22,400	50,396	7,392
India rubber.....los..	144,963	25,127	33,487	7,673
Ivory, animal.....lbs..	161	24,450	346	39,180
Leather and tanned skins, etc.:				
Belting and sole.....	.....	.....	.....	44,721
Goatskins, tanned for morocco.....	.....	.....	32,312	51,763
Upper—Goat and kid.....	.....	.....	4,453	372,400
Sheep and lamb.....	.....	.....	.....	49,819
All other.....	.....	.....	.....	52,315
Oil: Vegetable—Palm.....lbs..	11,866,769	24,859,175	1,168,798	2,191,360
Shells, unmanufactured: Mother-of-pearl.....	.....	.....	.....	17,422
Spices:				
Ginger root, not preserved.....lbs..	187,636	3,266,418	16,458	328,343
Pepper, black or white.....lbs..	.....	72,463	.....	18,200
All other.....lbs..	11,259	9,362	2,364	1,017
Wood: Unmanufactured — Cabinet wood — Mahogany.....M ft..	13,345	7,667	797,471	480,363
All other.....	.....	.....	.....	1,750
Wool, unmanufactured:				
Class 3—Carpet.....lbs..	.....	31,818	.....	8,160
Manufactures of—Wastes.....	.....	.....	.....	4,867
All other articles.....	.....	.....	4,337	4,073
Total.....	.....	.....	9,578,160	16,761,226
BRITISH AFRICA—SOUTH.				
Abrasive materials: Corundum ore.....tons..	12	146	558	9,122
Animals, all other, including fowls.....	.....	.....	4,060	.....
Articles, the growth, produce, and manufacture of the United States, returned.....	.....	.....	70,867	28,733
Asbestos, unmanufactured.....tons..	509	1,885	55,951	190,275
Bones, hoofs, horns, unmanufactured.....	.....	.....	1,488	12,997
Chemicals, drugs, dyes, and medicines:				
Argols.....lbs..	.....	13,703	.....	1,864
Extracts for tanning.....lbs..	.....	951,040	.....	24,522
Gums.....	.....	.....	3,389	4,703
Licorice root.....lbs..	10,048	63,069	602	5,573
All other.....	.....	.....	83,020	52,584
Copper, in ore:				
Ore, matte, etc.....copper cont..lbs..	1,297,678	1,662,051	318,213	461,086
Concentrates.....copper cont..lbs..	267,998	462,000	54,806	115,845
Fertilizers: Potash, muriate of.....tons..	12	.....	3,051	.....
Feathers—Ostrich.....	.....	.....	334,141	673,347
[illegible]thers, flowers, etc., artificial.....	.....	.....	35	14,344

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Imports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
AFRICA—Continued.				
BRITISH AFRICA—SOUTH—continued.				
Fibers:				
Unmanufactured.....tons..	61	204	$10,473	$42,506
Manufactures of.....	.....	.....	.....	9,044
Fish: Lobsters, canned.....lbs..	64,140	23,362	9,359	6,494
Fruits.....	.....	.....	3,099	1,270
Furs and fur skins:				
Undressed.....	.....	.....	24,237	19,055
Dressed on the skin.....	.....	.....	.....	15,245
Hides and skins:				
Calfskins—Dry.....lbs..	38,282	176,105	10,662	47,857
Cattle hides—				
Dry (12 pounds and over).....lbs..	455,281	57,465	124,867	12,513
Green or pickled (25 pounds or over).....lbs..	300	38,162	38	6,283
Goatskins—				
Dry.....lbs..	2,969,355	1,900,805	981,013	704,699
Green or pickled.....lbs..	9,868	.....	1,416	.....
Sheepskins—				
Dry.....lbs..	6,816,419	9,693,199	1,874,064	3,328,357
Green or pickled.....lbs..	.....	32,442	.....	4,936
All other.....lbs..	2,726	1,090	187	101
Household and personal effects, etc.....	.....	.....	657	3,412
India rubber, crude.....lbs..	.....	4,614	.....	2,721
Iron, chromate of.....tons..	10,650	1,000	76,210	4,867
Lead ore.....lead cont..lbs..	660,435	3,311,510	26,417	229,330
Meat products: Sausage casings.....	.....	.....	16,841	28,611
Platinum, ingots, bars, etc.....oz. troy..	.....	25	.....	2,344
Precious stones:				
Diamonds, uncut.....	.....	.....	433,038	275,938
Diamonds, glaziers' and engravers', unset.....	.....	.....	12,461	.....
Spices:				
Cassia and cassia vera.....lbs..	8,000	.....	500	.....
All other.....lbs..	70,000	1,137,733	6,165	347,699
Tanning materials, crude:				
Mangrove bark.....tons..	700	.....	40,878	.....
All other.....	.....	.....	215,861	57,888
Wax, vegetable, etc.....lbs..	6,843	14,649	1,349	6,319
Wood, and manufactures of:				
Unmanufactured—Cabinet woods.....	.....	.....	3,645	.....
All other.....	.....	.....	66	21
Wool, etc.: Unmanufactured—				
Class 1—Clothing.....lbs..	23,473,031	55,757,397	7,829,301	24,658,829
Class 2—Combing.....lbs..	300,411	.....	104,392	.....
Class 3—Carpet.....lbs..	2,985,699	4,521,876	729,882	1,604,995
Hair of the Angora goat, etc.....lbs..	5,257,178	758,503	2,041,156	259,013
All other articles.....	.....	.....	3,742	10,493
Total.....	.....	.....	15,512,157	33,295,935
BRITISH AFRICA—EAST.				
Hides and skins, etc.:				
Goatskins—Dry.....lbs..	79,833	.....	22,246	.....
Sheepskins—Dry.....lbs..	.....	24,820	.....	4,144
Spices: All other.....lbs..	1,645,269	2,705,697	177,818	429,707
Sugar: Cane.....lbs..	.....	190,257	.....	6,355
All other articles.....	.....	.....	3,286	188
Total.....	.....	.....	203,350	440,394
CANARY ISLANDS.				
Abrasives: Pumice stone, unmanufactured.....tons..	59	.....	2,373	.....
Articles, the growth, produce, and manufacture of the United States, returned.....	.....	.....	2,431	.....
Chemicals, drugs, dyes, etc.....	.....	.....	18,370	11,926
Fibers, etc., manufactures of:				
Handkerchiefs.....	.....	.....	2,177	470
Laces, embroideries, etc.....	.....	.....	20,979	17,171
All other.....	.....	.....	434	193
Fruits and nuts: Nuts—Almonds—				
Not shelled.....lbs..	5,113	21,318	933	3,990
Shelled.....lbs..	22,838	138,080	5,219	29,106
Seeds.....	.....	.....	79,534	94,145

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Imports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
AFRICA—Continued.				
CANARY ISLANDS—continued.				
Vegetables:				
Onions.....bush..	48,609	1,110	$52,095	$606
Potatoes (except sweet potatoes).....bush..	346	.....	464	.....
All other.....	.....	.....	31,515	665
All other articles.....	.....	.....	2,783	794
Total.....	.....	.....	219,307	159,066
EGYPT.				
Articles, the growth, produce, and manufacture of the United States, returned.....	.....	.....	40	.....
Chemicals, drugs, dyes, and medicines:				
Gums.....	.....	.....	189,534	80,624
All other.....	.....	.....	30,554	.....
Cotton, and manufactures of:				
Unmanufactured.....lbs..	88,772,585	47,532,526	28,533,961	20,687,111
Manufactures of—				
Waste or flocks.....lbs..	89,077	.....	5,508	.....
All other.....	.....	.....	117	.....
Fruits and nuts—Nuts.....	.....	.....	.....	4,182
Hides and skins (except fur skins):				
Buffalo hides—Dry.....lbs..	15,300	.....	4,873	.....
Calfskins—Dry.....lbs..	820,669	.....	269,120	.....
Cattle hides—Dry (12 pounds and over).....lbs..	415,772	.....	124,201	.....
Goatskins—Dry.....lbs..	411,858	24,900	162,994	10,341
Sheepskins—Dry.....lbs..	353,679	82,008	109,974	38,594
All other.....lbs..	11,923	.....	1,969	.....
Ivory, animal.....lbs..	187,074	12,655	187,793	26,596
Meat products: Sausage casings.....	.....	.....	8,540	.....
Paper stock (crude), except wood pulp:				
Rags, other than woolen.....lbs..	1,018,980	.....	13,648	.....
All other crude paper stock.....	.....	.....	4,297	.....
Spices.....lbs..	.....	5,320	.....	495
Tobacco, and manufactures of:				
Leaf—				
Suitable for wrappers.....lbs..	58,973	.....	36,521	.....
All other leaf.....lbs..	26,890	44,513	18,705	34,219
Manufactures of—Cigarettes.....lbs..	5,274	6,339	19,032	21,524
Wool, etc., manufactures of—Carpets and rugs .....sq. yds..	409	2	2,618	3
All other articles.....	.....	.....	4,451	8,451
Total.....	.....	.....	29,728,445	20,907,958
FRENCH AFRICA.				
Bones, hoofs, and horns, unmanufactured.....	.....	.....	6,000	.....
Breadstuffs.....	.....	.....	980	.....
Chemicals, drugs, dyes, and medicines:				
Argols or wine lees.....lbs..	2,205,996	650,761	251,018	156,315
Vanilla beans.....lbs..	10,867	2,446	18,850	4,331
All other.....	.....	.....	9,328	11,236
Cocoa, or cacao, crude.....lbs..	.....	7,500	.....	500
Cork wood or bark, unmanufactured.....	.....	.....	233,062	197,352
Fish, shrimps, and other shellfish, etc.....	.....	.....	15,133	.....
Fruits and nuts.....	.....	.....	1,129	9,926
Hides and skins (except fur skins), etc.:				
Buffalo hides—Dry.....lbs..	.....	11,684	.....	2,110
Calfskins—Dry.....lbs..	18,006	654	4,483	283
Cattle hides—				
Dry (12 pounds and over).....lbs..	65,085	9,900	12,682	2,960
Green (25 pounds and over).....lbs..	178,584	.....	31,672	.....
Goatskins—Dry.....lbs..	261,460	67,140	137,038	45,914
Horse, colt, and ass skins—				
Dry.....lbs..	51,313	20,560	11,162	2,809
Green.....lbs..	24,900	.....	5,973	.....
Sheepskins—Dry.....lbs..	22,661	55,665	7,038	23,636
Hide cuttings, raw, etc.....lbs..	407,185	134,594	14,116	4,705
Iron ore.....tons..	15,660	.....	39,273	.....
Lead, ore.....lead cont..lbs..	294,623	.....	19,151	.....

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Imports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
AFRICA—Continued.				
FRENCH AFRICA—continued.				
Meat and dairy products:				
Meat products—				
Sausage casings			$3,732	$7,662
All other			1,264	1,207
Dairy products—Cheese, and substitutes for			2,137	
Oils, vegetable:				
Expressed—Olive, edible.....galls.	1,234		1,573	
Distilled, all other			76,386	67,795
Paper stock, crude, etc			5,912	
Seeds: All other				8,598
Sponges				8,171
Tanning materials, crude			12,116	
Vegetables			1,950	2,730
Wood, unmanufactured:				
Briar root or briar wood			21,024	125,136
Cabinet wood—				
Mahogany.....M ft.	2,799	2,943	208,772	213,964
All other			45,767	
Zinc ore and calamine.....zinc cont..lbs.	2,655,767		121,935	
All other articles			2,501	2,473
Total			1,318,157	899,833
GERMAN AFRICA.				
Cocoa, or cacao, crude.....lbs.		530,965		58,117
Copper ore.....lbs.	1,048,320		236,691	
Lead ore.....lead cont..lbs.	4,405,145		180,388	
Total			417,079	58,117
ITALIAN AFRICA.				
Chemicals, drugs, etc.: Gums			1,379	49,031
Fibers, unmanufactured.....tons.	3		188	
Hides and skins (except fur skins), raw or uncured:				
Goatskins—Dry.....lbs.	341,158	647,652	148,495	135,132
Sheepskins—Dry.....lbs.	87,993	107,305	19,800	14,810
Ivory, animal.....lbs.	1,967		3,182	
Leather and tanned skins			22,410	
Meat products: Sausage casings			2,174	
Paper stock, crude:				
Rags, other than woolen.....lbs.	76,160		1,324	
All other			1,906	
Shells, unmanufactured:				
Mother-of-pearl			28,184	8,599
All other			710	
Wax: Beeswax.....lbs.	2,557		630	
Total			230,382	207,572
LIBERIA.				
Coffee.....lbs.		22,800		1,706
Fibers, unmanufactured.....tons.		326		33,888
All other articles			1,000	
Total			1,000	35,594
MADAGASCAR.				
Chemicals, drugs, etc.: Vanilla beans.....lbs.	42,609	22,694	66,170	25,298
Fibers, etc., and manufactures of:				
Unmanufactured.....tons.	150		17,829	
Manufactures of			16,948	
Hides and skins (except fur skins), raw or uncured:				
Cattle hides—Dry (12 pounds and over).....lbs.	564,433		71,544	
Wax: Beeswax.....lbs.	6,755		1,877	
Wood, unmanufactured: Cabinet woods			5,995	
All other articles			6,069	
Total			186,432	25,298

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Imports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
AFRICA—Continued.				
MOROCCO.				
Beads and bead ornaments			$1,961	
Chemicals, drugs, dyes, and medicines:				
Gums—				
Copal, kauri, and damar ..lbs..	52,679	13,240	11,240	$3,9[illegible]
All other			8,560	21,[illegible]
All other			584	2,4[illegible]
Cotton, manufactures of: Wearing apparel			2,587	
Fruits and nuts: Nuts—Almonds, shelled ..lbs..	178,536	97,538	29,133	15,1[illegible]
Hides and skins (except fur skins), raw or uncured:				
Goatskins—Dry ..lbs..	133,860		31,656	
All other ..lbs..	10,513		2,956	
Meat products:				
Sausage casings			2,217	12,4[illegible]
All other			58	[illegible]
Oils: Distilled and essential			23,871	
Seeds			39,276	122,5[illegible]
All other articles			5,771	
Total			159,870	178,42[illegible]
PORTUGUESE AFRICA.				
Antimony ore ..ant. cont..lbs..		101,250		9,7[illegible]
Asbestos, unmanufactured ..tons..	47	2,225	13,662	171,[illegible]
Copper, and manufactures of:				
Ore ..cop. cont..lbs..		146,112		36,5[illegible]
Matte and regulus ..cop. cont..lbs..	166,701	203,949	50,452	57,5[illegible]
Unrefined black, etc ..lbs..	4,135,226	11,274,631	1,055,688	2,374,7[illegible]
Fruits and nuts: Nuts—				
Coconut meat, broken, or copra, etc ..lbs..	1,126,000		57,153	
All other			10	
Hides and skins (except fur skins), raw or uncured:				
Goatskins—Dry ..lbs..	37,051	38,008	17,101	14,9[illegible]
All other ..lbs..	2,799	13,285	641	5,1[illegible]
India rubber, crude ..lbs..	3,735	38,414	1,658	17,9[illegible]
Iron, chromate of ..tons..	42,800	21,000	918,908	184,0[illegible]
Spices ..lbs..		92,186		41,0[illegible]
Tanning materials, crude:				
Mangrove bark ..tons..	7,341	1,635	197,546	13,1[illegible]
All other			108,593	
All other articles			2,025	1,3[illegible]
Total			2,423,437	2,927,5[illegible]
SPANISH AFRICA.				
Iron and steel, manufactures of: Machinery			386	

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DEPARTMENT OF COMMERCE
BUREAU OF FOREIGN AND DOMESTIC COMMERCE
B. S. CUTLER, Chief

MISCELLANEOUS SERIES—No. 78

TRADE OF THE UNITED STATES WITH THE WORLD 1917–1918

Part 2—EXPORTS

EXPORTS OF MERCHANDISE FROM THE UNITED STATES BY COUNTRIES AND PRINCIPAL ARTICLES, DURING THE YEARS ENDING JUNE 30, 1917 AND 1918

PRICE, 25 CENTS
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Washington, D. C.

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1919

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LETTER OF SUBMITTAL.

DEPARTMENT OF COMMERCE,
BUREAU OF FOREIGN AND DOMESTIC COMMERCE,
Washington, February 7, 1919.

SIR: The following statistical tables of exports from the United States, by countries and articles, during the fiscal years ended June 30, 1917 and 1918, are a continuation of similar tables published for 1916 and 1917 as "Miscellaneous Series No. 63," for 1914 and 1915 as "Miscellaneous Series No. 38," and for 1912 and 1913 as "Miscellaneous Series No. 15" under the title of "Trade of the United States with the World." A similar report of imports, by countries and articles, for 1917 and 1918, has been published as part 1 of this series.

These statistics were printed as Table No. 19 in the annual report on "Commerce and Navigation of the United States" back to 1906, and previous to that time in volume 2 of the annual report.

Very respectfully,

B. S. CUTLER,
Chief of Bureau.

To Hon. WILLIAM C. REDFIELD,
Secretary of Commerce.

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Part 2.—EXPORTS OF MERCHANDISE FROM THE UNITED STATES, BY COUNTRIES AND PRINCIPAL ARTICLES, YEARS ENDING JUNE 30, 1917 AND 1918.

[NOTE.—The statement of DOMESTIC EXPORTS exhibits the exports of domestic products or manufactures, also exports of commodities of foreign origin which have been changed from the form in which they were imported or enhanced in value by further manufacture in the United States, such as sugar refined in this country from imported raw sugar, flour ground from imported wheat, and articles, utensils, etc., made from imported materials. The value of exports of domestic merchandise is their value at the time of exportation in the ports of the United States whence they are exported.]

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE.				
AZORES, AND MADEIRA ISLANDS.				
Breadstuffs:				
Barley.....bush..	105,756	.....	$87,155	.....
Rice.....lbs..	29,600	.....	1,294	.....
Wheat.....bush..	.....	3,201	.....	$9,064
Wheat flour.....bbls..	506	1,922	2,803	19,332
All other.....	.....	.....	1,148	857
Cars, automobiles, and other vehicles:				
Automobiles—Passenger.....No..	1	.....	700	.....
Parts of (not including engines and tires).....	.....	.....	1,270	.....
All other, and parts of.....	.....	.....	199	206
Chemicals, drugs, dyes, and medicines.....	.....	.....	3,311	6,748
Coal: Bituminous.....tons..	11,631	315	42,204	2,283
Coke.....tons..	.....	250	.....	6,194
Cotton, manufactures of:				
Cloths—				
Unbleached.....yds..	57,049	86,643	5,228	7,491
Bleached.....yds..	16,701	203	2,907	171
Colored.....yds..	10,362	.....	1,015	.....
Wearing apparel—				
Knit goods.....	.....	.....	1,142	1,067
All other.....	.....	.....	221	6
All other.....	.....	.....	3,408	51
Electrical machinery, appliances, and instruments.....	.....	.....	2,651	7,712
Fertilizers.....tons..	6	.....	1,686	.....
Fibers, vegetable, manufactures of:				
Cordage.....lbs..	5,884	.....	998	.....
All other.....	.....	.....	236	127
India rubber, manufactures of.....	.....	.....	90	.....
Iron and steel:				
Hardware, builders'.....	.....	.....	1,398	457
Machinery, machines, and parts of—				
Engines and parts of—				
Internal-combustion engines—				
Gasoline—Marine.....No..	2	2	1,240	896
All other engines.....No..	1	.....	212	.....
Parts of.....	.....	.....	12	93
All other, and parts of.....	.....	.....	2,777	2,939
Tools.....	.....	.....	1,084	361
All other manufactures.....	.....	.....	2,855	2,126
Leather:				
Upper, calf.....sq. ft..	7,563	3,242	3,281	1,970
All other.....	.....	.....	436	1,101
Malt.....bush..	1,138	1,319	1,445	2,535
Meat products:				
Lard.....lbs..	43,920	11,200	11,225	3,159
All other.....	.....	.....	87	57
Oils:				
Refined or manufactured—				
Illuminating.....galls..	132,263	304,640	13,030	49,362
Lubricating, and heavy paraffin.....galls..	255,362	.....	30,556	.....
Naphtha ans light products of distillation—				
Gasoline.....galls..	48,000	121,900	11,623	32,837
All other.....	.....	.....	120	.....

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
AZORES, AND MADEIRA ISLANDS—continued.				
Paper:				
Paper board			$1,017	
Writing paper and envelopes			932	$123
All other			1,366	515
Tobacco:				
Unmanufactured leaf ..lbs..	24,595	9,920	6,604	4,459
Manufactures of			3,472	139
Wood:				
Staves ..No..	201,529		45,239	
All other			801	5,785
All other articles			46,427	419
Total domestic exports			346,895	172,042
Total foreign exports			18,787	7,472
Total exports			365,682	179,514
BELGIUM.				
Breadstuffs:				
Barley ..bush..	200,679	785,625	234,073	1,402,101
Corn ..bush..	581,371	3,714,233	590,771	7,277,381
Corn meal and corn flour ..bbls..		55,255		693,926
Oats ..bush..	86,851		68,000	
Preparations of, for table food			19,447	
Oatmeal and rolled oats ..lbs..		4,257,980		331,915
All other cereal preparations				110,155
Rice ..lbs..	43,100	716,856	1,975	53,764
Rye ..bush..		540,444		1,156,736
Rye flour ..bbls..		68,794		774,848
Wheat ..bush..	2,698,044	6,007,986	4,887,416	13,674,261
Wheat flour ..bbls..		524,017		6,440,095
All other			1,615	61,857
Cocoa and chocolate, prepared, etc				1,099,722
Coffee: Roasted or prepared ..lbs..	31,444		4,244	
Cotton, manufactures of:				
Cloths—Unbleached ..yds..		450,000		58,344
Mill waste ..lbs..		186,500		24,800
Wearing apparel			31,184	68,012
Fertilizers: Phosphate rock, ground or unground—				
Land pebble ..tons..		4,769		16,930
Fibers, vegetable, manufactures of: Bags			21,428	6,766
Fish: Salmon—Canned ..lbs..	1,115,792	18,000	85,364	2,525
Hair, animal: Unmanufactured				23,175
Iron and steel: Bars or rods of steel, other than wire ..lbs..		3,628,800		180,084
Leather:				
Sole ..lbs..		164,980		152,196
Upper				53,148
All other leather				22,643
Boots and shoes—				
Children's ..pairs..	90,588		109,732	
Men's ..pairs..	41,328		78,541	
Women's ..pairs..	278,624	2,148	466,226	2,240
All other manufactures of				5,463
Meat and dairy products:				
Meat products—				
Beef products—				
Beef, fresh ..lbs..	360,272		45,650	
Beef, pickled, and other cured ..lbs..	19,986,803	31,235,621	2,022,259	3,999,841
Hog products—				
Bacon ..lbs..	65,219,598	68,670,327	8,508,658	17,200,008
Lard ..lbs..	96,761,185	116,154,490	13,815,450	28,105,585
Pork, pickled ..lbs..	163,121		23,878	
Lard compounds, and other substitutes for lard ..lbs..	5,809,610	6,619,534	723,877	1,359,974
Dairy products—Milk, condensed ..lbs..	25,153,971	33,491,513	1,847,909	4,143,733
Oil:				
Mineral—Refined or manufactured—				
Illuminating ..galls..		11,000		1,083
Lubricating ..galls..		97,958		33,375
Naphthas, etc.—gasoline ..galls..		16,240		5,202
Soap ..lbs..		6,094,097		488,216
Sugar, refined ..lbs..	25,643,618	25,864,619	1,545,990	1,829,422

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
BELGIUM—continued.				
Vegetables:				
Beans and dried peas.....bush..	346,766	529,986	$1,418,374	$3,131,403
Canned			146,834	24
Wool, manufactures of				94,606
Yeast			399,857	212,538
All other articles			162	30,707
Total domestic exports			37,098,914	94,328,804
Total foreign exports			269,083	1,061,891
Total exports			37,367,997	95,390,695
DENMARK.				
Abrasives:				
Wheels, emery and other			11,421	4,842
All other			13,692	4,784
Agricultural implements and parts of:				
Mowers and reapers			174,069	394,524
Plows and cultivators			53,260	6,257
All other, and parts of			136,742	8,965
Aluminum, and manufactures of			20,210	2,963
Asbestos, manufactures of			484	
Athletic and sporting goods			446	
Babbitt metal.....lbs..	81,186		28,314	
Blacking (including shoe paste and polish, and other)			8,721	
Brass:				
Bars, plates, sheets, etc.....lbs..	235,766	89,299	88,169	40,400
All other manufactures of			425,019	20,986
Breadstuffs:				
Barley.....bush..	722,284		710,282	
Bread and biscuit.....lbs..		361,220		28,358
Buckwheat.....bush..	7,529		13,446	
Corn.....bush..	7,075,254		9,205,072	
Corn meal and corn flour.....bbls..	8,903		37,221	
Oatmeal.....lbs..	1,683,040		70,754	
Preparations of, for table food			89,892	3,061
Rice.....lbs..	389,000	30,040	14,971	2,703
Rye.....bush..	1,168,437		1,718,728	
Wheat.....bush..	1,157,321		2,081,712	
Wheat flour.....bbls..	168,405	20,331	1,366,495	214,345
All other			38,041	2,300
Bronze, manufactures of			6,222	
Buttons, and parts of			8,763	175
Cars, automobiles, and other vehicles:				
Aeroplanes, parts of			29,236	
Automobiles—				
Commercial.....No..	58	2	81,414	3,800
Passenger.....No..	1,215	2	932,766	4,100
Parts of (not including engines and tires)			53,917	6,048
Bicycles, tricycles, etc			112,788	15,283
Motorcycles.....No..	757	2	135,787	650
All other, and parts of			10,881	3,387
Chemicals, drugs, dyes, and medicines:				
Acids			5,149	362
Bark, extract of, for tanning			2,148	1,021
Copper, sulphate of (blue vitriol).....lbs..	93,395	9,400	11,210	870
Dyes and dyestuffs			4,498	2,279
Petroleum jelly			6,444	
Roots, herbs, and barks, n. e. s.			2,449	8,852
Soda, salts, and preparations of			328,677	24,000
Sulphur or brimstone.....tons..	60		2,305	
All other			189,708	39,417
Clocks, and parts of			16,321	838
Cocoa and chocolate, prepared or manufactured (not including confectionery)			34,130	24,122
Coffee:				
Green or raw.....lbs..	10,500	146,583	2,170	18,881
Roasted or prepared.....lbs..	25,672	136,015	2,907	26,425
Confectionery			14,215	2,330
Copper:				
Refined copper in ingots bars, rods, or other forms.....lbs..	7,251,814	461,325	2,064,735	139,400
Plates and sheets.....lbs..	950,505	4,048	258,224	1,620
Wire, except insulated.....lbs..	11,334	400,819	3,927	143,501
All other			144,139	3,299

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
DENMARK—continued.				
Cotton:				
Unmanufactured—				
Upland, and other ..... lbs..	3,828,835	.....	$889,319	.....
Linters ..... lbs..	151,594	.....	18,185	.....
Manufactures of—				
Cloths—				
Unbleached ..... yds..	288,907	34,185	79,656	$9,717
Bleached ..... yds..	268,351	37,882	37,337	5,325
Colored—				
Printed ..... yds..	185,220	21,934	27,146	3,298
Dyed in the piece ..... yds..	250,242	95,902	25,950	22,401
All other ..... yds..	594,624	117,950	86,382	18,694
Waste cotton ..... lbs..	69,204	.....	9,817	.....
Wearing apparel—				
Corsets	.....	.....	16,544	1,937
Knit goods	.....	.....	474,982	59,420
All other	.....	.....	114,562	2,208
Yarn	.....	.....	18,687	.....
All other	.....	.....	255,345	38,880
Dental goods	.....	.....	1,315	101
Egg yolks, canned eggs, etc	.....	.....	1,200	.....
Electrical machinery, appliances, and instruments:				
Batteries	.....	.....	6,800	178
Insulated wire and cables	.....	.....	32,328	2,997
Interior wiring supplies	.....	.....	3,700	7,260
Magnetos, spark plugs, etc	.....	.....	.....	3,879
Meters and other measuring instruments	.....	.....	621	74
Motors	.....	.....	8,954	462
Telegraph instruments	.....	.....	16,717	1,376
Telephones	.....	.....	24,767	521
All other	.....	.....	65,569	44,859
Explosives:				
Cartridges, loaded	.....	.....	9,272	.....
All other	.....	.....	23,908	.....
Feathers	.....	.....	7,495	16,175
Fertilizers ..... tons..	9,832	.....	139,850	.....
Fibers, vegetable, manufactures of:				
Twine—				
Binder ..... lbs..	1,726,150	1,997,850	252,461	257,880
All other	.....	.....	61,571	59,938
All other	.....	.....	24,338	4,126
Fish:				
Salmon—				
Canned ..... lbs..	89,405	.....	9,650	.....
All other	.....	.....	33,874	.....
Shellfish	.....	.....	64,392	.....
All other fish and fish products	.....	.....	2,090	.....
Fruits and nuts:				
Fruits—				
Apples, dried ..... lbs..	941,210	17,500	83,929	2,065
Apples, green or ripe ..... bbls..	11,989	168	54,593	1,279
Apricots, dried ..... lbs..	349,296	8,520	55,416	1,789
Peaches, dried ..... lbs..	200,375	6,000	22,168	760
Pears, green or ripe	.....	.....	15	.....
Prunes ..... lbs..	1,688,356	212,950	142,218	24,838
Raisins, and other dried grapes ..... lbs..	374,700	186,195	33,336	18,831
All other, green, ripe, or dried	.....	.....	18,119	76
Prepared or preserved—				
Canned	.....	.....	11,635	6
All other	.....	.....	26	2,592
Nuts	.....	.....	31,898	.....
Furniture of metal	.....	.....	7,404	527
Furs and fur skins:				
Raw, or unmanufactured	.....	.....	53,475	10,841
Dressed, and manufactures of	.....	.....	38,982	173
German silver	.....	.....	34,036	.....
Glass and glassware	.....	.....	12,857	200
Glucose and grape sugar:				
Glucose (corn sirup) ..... lbs..	1,289,119	179,910	36,276	5,835
Grape sugar (corn sugar) ..... lbs..	44,800	.....	1,480	.....
Glue ..... lbs..	34,277	65	3,701	25
Gold and silver, manufactures of, including jewelry:				
Gold and silver, manufactures of	.....	.....	11,284	1,960
Jewelry	.....	.....	3,518	.....

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
DENMARK—continued.				
Grease:				
Lubricating			$8,094	
Soap stock and other			301	
Honey			10,615	
Household and personal effects			6,966	$1,075
India rubber, manufactures of:				
Belting, hose, and packing			10,232	
Boots.....pairs	267	1	1,027	4
Shoes.....pairs	49,818	3	22,886	6
Tires—				
For automobiles			6,917	
All other			10,361	
All other			32,353	713
Instruments and apparatus for scientific purposes:				
Optical instruments			8,569	772
All other			7,053	579
Iron and steel:				
Pig iron.....tons	19,216		368,542	
Bar iron.....lbs	731,800	246,191	23,808	10,203
Bars or rods of steel—				
Wire rods.....lbs	7,784,342	3,127,360	262,369	109,633
All other.....lbs	297,222	1,097,576	10,040	36,897
Bolts, nuts, rivets, and washers.....lbs	455,475	127,648	24,397	6,280
Cutlery—				
Razors			65,589	19,916
All other			19,665	202
Hardware, builders'—				
Locks			9,600	6,879
Hinges and other			57,363	1,171
Hoop, band, and scroll.....lbs		156,681		12,497
Machinery, machines, and parts of—				
Adding and calculating machines.....No	302	21	69,114	4,446
Air-compressing machinery			2,752	1,261
Cash registers.....No	420	69	79,961	11,488
Engines, and parts of—				
Internal combustion engines—				
Gas, stationary.....No	70		8,918	
Gasoline—				
Marine.....No	270	90	40,837	12,768
Stationary.....No	93		10,373	
Traction and caterpillar.....No	7	1	9,130	2,870
All other.....No	92	1	85,217	92
Parts of			5,663	2,817
Lawn mowers			8,742	1,148
Metal-working machinery (including metal-working machine tools)			338,920	21,652
Meters, gas and water			2,592	5,128
Milling machinery, flour and grist			13,247	
Paper and pulp-mill machinery			9,310	6,223
Pumps and pumping machinery			5,134	1,610
Refrigerating machinery (including ice-making machinery)			20,435	
Sewing machines			45,189	6,852
Shoe machinery			908	49,945
Textile machinery			600	
Typewriting machines			676,153	46,505
All other machinery, and parts of			152,992	20,462
Nails and wood screws—				
Wire nails.....lbs	58,091	221,140	2,647	11,348
Wood screws				22,359
All other nails (including tacks).....lbs	12,902	83,240	844	7,510
Pipes and fittings—				
Cast.....lbs	1,897,974		47,674	
Wrought.....lbs	13,581,976	543,622	432,063	18,702
Radiators, and cast-iron house-heating boilers..lbs	350,818		13,171	
Rails for railways, of steel.....tons	595		27,178	
Scales and balances			22,396	3,902
Sheets and plates—				
Galvanized.....lbs	1,433,009		57,460	
Steel—				
Plates.....lbs		352,056		16,793
Sheets.....lbs	207,427	503,301	10,078	35,872
Stoves and ranges, and parts of			8,180	529
Tin plates, terneplates, and tagger's tin.....lbs	338,589	130,080	19,200	17,900

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
DENMARK—continued.				
Iron and steel—Continued.				
Tools—				
Saws			$36,989	$1,89
All other			145,551	15,22
Wire, and manufactures of—				
Wire lbs.	1,040,690	137,014	58,168	7,05
Manufactures of			21,431	7,90
All other manufactures of iron and steel			174,411	22,99
Lamps, chandeliers, and all other devices for illuminating purposes (except electric)			12,851	2
Lead:				
Pigs, bars, etc.—				
Produced from domestic ore lbs.	2,029,122	2,620,801	156,406	235,89
Produced from foreign ore lbs.	672,067	111,923	32,046	10,07
All other manufactures of			30,257	6,83
Leather:				
Belting			13,762	
Carriage and automobile			24,094	3,53
Glove			128,119	7,56
Patent				17,05
Sole lbs.	1,033,163	30,450	523,206	13,16
Upper—				
Calf sq. ft.	85,578	7,654	40,851	5,51
Kid sq. ft.	9,264,090	830,417	3,613,970	387,50
All other			130,078	17,10
All other leather, etc			88,160	9
Manufactures of—				
Boots and shoes—				
Children's pairs.	1,246	3	2,248	1
Men's pairs.	27,768	36,583	87,810	40,58
Women's pairs.	39,668	14,018	104,904	22,61
Harness and saddles			4,959	
All other			58,510	34,06
Leather, imitation			21,407	3
Malt bush.	6,554		9,570	
Meat and dairy products:				
Meat products—				
Beef products—				
Beef, pickled and other cured lbs.	30,000		3,600	
Oleo oil lbs.	2,764,095	30,000	430,716	6,22
Oleomargarine, imitation butter lbs.	79,077		11,916	
Tallow lbs.	109,090		16,909	
Hog products—				
Bacon lbs.	58,990	27	8,262	9
Hams and shoulders, cured lbs.	28		5	
Lard lbs.	841,110	75,000	156,441	20,00
Neutral lard lbs.	1,022,499		171,136	
Lard compounds and other substitutes for lard lbs.	64,922		11,331	
Sausage casings lbs.	14,960		2,992	
Stearin from animal fats lbs.	568,202		89,614	
All other meat products			7,382	
Dairy products—				
Milk—condensed and evaporated lbs.		33,996		5,50
Musical instruments, and parts of			26,894	1,12
Naval stores, rosin bbls.	3,220	1,277	20,561	8,66
Nickel:				
Nickel, nickel oxide, and matte lbs.	28,051		11,702	
Manufactures of			21,612	
Oil cake and oil-cake meal:				
Cottonseed cake lbs.	673,151,482	4,704,000	11,755,330	86,43
Linseed or flaxseed lbs.	130,434,093	4,480,000	2,352,952	100,21
All other lbs.	7,483,489		147,680	
Oilcloth and linoleum:				
For floors sq. yds.	7,725	2,550	5,445	75
All other			13,757	
Oils:				
Mineral—				
Refined or manufactured—				
Gas oil and fuel oil galls.	7,417,986		257,258	
Illuminating oil galls.	25,736,289	1,893,756	1,350,516	217,27
Lubricating and heavy paraffin oil galls.	2,638,911	27,643	501,560	8,98
Naphthas and light products of distillation—				
Gasoline galls.	538,990		169,962	
All other galls.	2,992,267		574,284	

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
DENMARK—continued.				
Oils—Continued.				
Vegetable—				
Fixed or expressed—				
Cottonseed.....lbs..	5,742,587	.....	$765,520	.....
All other.....	.....	.....	5,933	$3,687
Volatile or essential—Peppermint.....lbs..	24	47	67	210
Paints, pigments, colors, and varnishes:				
Dry colors—Lampblack.....	.....	.....	3,410	.....
Ready-mixed paints.....galls..	1,417	.....	2,768	.....
Varnish.....galls..	29,089	1,695	34,379	1,878
White lead.....lbs..	110,000	.....	9,625	.....
Zinc, oxide of.....lbs..	561,890	.....	51,018	.....
All other (including crayons).....	.....	.....	8,242	289
Paper:				
Books, music, maps, engravings, etchings, photographs, and other printed matter.....	.....	.....	7,178	2,917
Carbon paper.....	.....	.....	3,070	50
Writing paper and envelopes.....	.....	.....	6,266	228
All other.....	.....	.....	28,803	1,803
Paraffin and paraffin wax.....lbs..	569,949	208,454	45,029	21,408
Pens—Fountain.....No..	4,239	8,770	6,044	10,892
Perfumery, cosmetics, and all toilet preparations.....	.....	.....	31,876	3,961
Photographic goods:				
Cameras.....	.....	.....	798	7,270
Motion-picture films—				
Exposed.....lin. ft..	170,518	517,481	5,087	17,650
Not exposed.....lin. ft..	.....	204,200	.....	9,030
Other sensitized goods.....	.....	.....	12,815	570
Other apparatus.....	.....	.....	314	600
All other.....	.....	.....	5,421	.....
Plumbago or graphite:				
Manufactures of.....	.....	.....	18,067	28,106
Unmanufactured.....lbs..	.....	88,397	.....	3,790
Seeds:				
Grass—				
Clover.....lbs..	534,913	1,049,788	101,855	207,992
Timothy.....lbs..	493,405	137,730	42,408	11,023
All other.....lbs..	34,869	56,150	5,118	9,725
All other seeds.....	.....	.....	59,505	10,199
Shoe findings.....	.....	.....	9,405	1,258
Silk, manufactures of.....	.....	.....	29,168	2,645
Silk, artificial, manufactures of.....	.....	.....	8,285	3,924
Soap:				
Toilet or fancy.....	.....	.....	13,154	6,864
All other.....lbs..	380,351	14,320	18,588	1,041
Spirits, wines, malt liquors, and other beverages:				
Spirits, distilled.....pf. galls..	17,121	.....	30,360	.....
Wines.....galls..	98,698	.....	43,059	.....
All other beverages.....	.....	.....	2,208	.....
Sponges.....lbs..	677	.....	620	.....
Starch.....lbs..	1,275,550	152,167	43,627	5,240
Stone, and manufactures of.....	.....	.....	6,911	4,178
Sugar and molasses:				
Sirup.....galls..	340,370	38,881	107,569	19,364
Sugar, refined.....lbs..	4,986,564	1,568,000	314,550	85,792
Surgical appliances (not including instruments).....	.....	.....	1,827	14,362
Suspenders and garters.....	.....	.....	.....	41,145
Tobacco:				
Unmanufactured—				
Leaf.....lbs..	15,403,035	.....	1,823,673	.....
Stems and trimmings.....lbs..	1,002,531	.....	41,883	.....
Manufactures of—				
Plug.....lbs..	60,434	10,000	20,599	1,900
Smoking.....lbs..	20,435	2,475	10,994	800
All other.....	.....	.....	5,130	9,255
Toys.....	.....	.....	5,857	2,949
Trunks, valises, and traveling bags.....	.....	.....	7,587	2,592
Typewriter ribbons.....	.....	.....	21,918	1,138
Vegetables:				
Beans and dried peas.....bush..	300	495	2,409	3,440
Pickles and sauces.....	.....	.....	372	.....
Vegetables, canned.....	.....	.....	790	.....
All other.....	.....	.....	676	1,223
Vulcanized fiber, and manufactures of.....	.....	.....	8,823	.....
Wax, manufactures of.....	.....	.....	16,688	.....

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
DENMARK—continued.				
Wood:				
Timber, sawed—Pitch pine.....M ft..	380	.....	$7,786	.....
Lumber—				
Boards, planks, and scantling—				
Gum.....M ft..	516	.....	14,567	.....
Oak.....M ft..	2,786	.....	118,008	.....
Pine, yellow pitch.....M ft..	452	.....	12,581	.....
Poplar.....M ft..	287	.....	12,716	.....
All other.....M ft..	534	.....	61,088	.....
Staves.....No..	30,000	.....	1,442	.....
All other lumber.....	.....	.....	16,243	.....
Furniture.....	.....	.....	8,492	$809
All other.....	.....	.....	47,736	2,154
Wool, manufactures of:				
Cloths and dress goods.....yds..	.....	18,204	.....	26,018
Wearing apparel.....	.....	.....	31,672	5,906
All other.....	.....	.....	257,955	366
Zinc:				
Spelter, in pigs, plates, slabs, etc., produced from domestic ore.....lbs..	60,032	344,283	7,804	39,800
All other manufactures.....	.....	.....	443	20,817
All other articles.....	.....	.....	45,473	11,704
Total domestic exports.....	.....	.....	55,608,145	4,374,616
Total foreign exports.....	.....	.....	1,130,345	594,926
Total exports.....	.....	.....	56,738,490	4,969,542
FINLAND.				
Abrasives.....	.....	.....	438	420
Babbitt metal.....lbs..	21,010	.....	4,563	.....
Brass, manufactures of.....	.....	.....	2,399	.....
Cars, automobiles, and other vehicles:				
Automobiles, parts of (not including engines and tires).....	.....	.....	55	.....
Cars for steam railways.....	.....	.....	294,975	.....
All other cars, etc.....	.....	.....	403	.....
Chemicals, drugs, dyes, and medicines:				
Dyes and dyestuffs.....	.....	.....	7,200	.....
Soda, salts, and preparations of.....	.....	.....	1,941	.....
All other.....	.....	.....	19,144	1,952
Copper: Refined, ingots, etc.....lbs..	.....	73,745	3,516	23,913
Cotton, manufactures of:				
Cloths, unbleached.....yds..	3,779	.....	2,323	.....
Wearing apparel—Knit goods.....	.....	.....	19,652	.....
All other.....	.....	.....	109	.....
Electrical machinery, appliances, and instruments...	.....	.....	12,535	.....
Fruits:				
Prunes.....lbs..	286,000	.....	20,090	.....
All other green, ripe, or dried.....	.....	.....	405	.....
Canned.....	.....	.....	461	.....
India rubber, manufactures of:				
Belting, hose, and packing.....	.....	.....	1,910	.....
All other.....	.....	.....	1,440	.....
Iron and steel:				
Machinery, machines, and parts of, n. e. s.—				
Adding and calculating machines.....No..	77	.....	13,296	.....
Engines, and parts of—				
Gasoline, marine.....No..	32	.....	21,299	.....
Parts of.....	.....	.....	683	.....
Metal-working machinery (including metal-working machine tools).....	.....	.....	26,058	2,636
Paper and pulp-mill machinery.....	.....	.....	8,358	18,500
Typewriting machines.....	.....	.....	50	.....
Woodworking machinery.....	.....	.....	6,881	.....
All other machinery, and parts of.....	.....	.....	5,919	.....
Tools.....	.....	.....	9,527	.....
Wire, manufactures of.....	.....	.....	13,188	1,276
All other manufactures of.....	.....	.....	3,905	.....
Lead:				
Pigs, bars, etc., produced from domestic ore...lbs..	22,492	.....	2,733	.....
All other.....lbs..	.....	169,947	715	16,995

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
FINLAND—continued.				
Leather—Sole.....lbs..	98,380	.....	$35,565	.....
Manufactures of—				
Boots and shoes—				
Men's.....pairs..	1,673	.....	6,127	.....
Women's.....pairs..	395	.....	1,159	.....
Oils: Mineral—Refined or manufactured—Lubricating and heavy paraffin.....galls..	15,000	.....	2,700	.....
Photographic goods.....	.....	.....	6,924	.....
Wool, manufactures of.....	.....	.....	9,123	.....
All other articles.....	.....	.....	8,283	$2,668
Total domestic exports.....	.....	.....	576,052	68,360
FRANCE.				
Abrasives:				
Wheels, emery and other.....	.....	.....	933,585	1,374,273
All other.....	.....	.....	203,377	106,512
Agricultural implements:				
Hayrakes and tedders.....	.....	.....	72,296	208,814
Mowers and reapers.....	.....	.....	1,584,334	1,879,059
Plows and cultivators.....	.....	.....	656,094	660,462
All other parts of.....	.....	.....	752,674	1,750,816
Aluminum, and manufactures of.....	.....	.....	266,496	2,254,279
Animals:				
Horses.....No..	117,842	240	26,946,646	72,000
Mules.....No..	12,376	.....	2,683,428	.....
Art works, paintings, and statuary.....	.....	.....	72,690	16,750
Asbestos:				
Ore and unmanufactured.....tons..	198	95	19,433	11,100
Manufactures of.....	.....	.....	39,508	88,173
Asphaltum:				
Unmanufactured.....tons..	700	266	23,315	13,208
Manufactures of.....	.....	.....	21,335	16,975
Athletic and sporting goods.....	.....	.....	26,391	99,599
Babbitt metal.....lbs..	502,131	41,454	182,146	13,924
Bones, hoofs, and horns, unmanufactured.....	.....	.....	1,955	4,024
Brass:				
Scrap and old, fit only for remanufacture.....lbs..	2,543,745	2,508,168	476,779	444,998
Bars, plates, sheets, etc.....lbs..	173,722,362	25,970,727	56,371,757	8,582,833
Cartridge shells, empty.....	.....	.....	.....	2,537,878
Pipes and fittings.....	.....	.....	.....	117,391
Wire.....lbs..	.....	360,939	.....	140,630
All other manufactures of.....	.....	.....	28,510,103	2,692,907
Breadstuffs:				
Barley.....bush..	273,949	2,720,453	223,300	4,946,805
Bran and middlings.....tons..	484	.....	14,414	.....
Bread and biscuit.....lbs..	29,093	1,926,530	2,922	245,045
Corn.....bush..	1,533,183	1,417,411	1,758,032	2,550,633
Cornmeal and corn flour.....bbls..	1,563	229,804	8,233	2,389,195
Oatmeal.....lbs..	392,700	5,403,937	21,709	319,442
Oats.....bush..	53,561,600	22,204,603	32,258,495	18,447,363
Preparations of for table food.....	.....	.....	189,619	2,341,074
Rice.....lbs..	45,773,745	35,066,423	3,223,293	2,640,156
Rye.....bush..	.....	847,140	.....	1,667,490
Rye flour.....bbls..	890	113,238	9,614	1,165,720
Wheat.....bush..	16,263,262	3,837,927	31,698,762	9,428,203
Wheat flour.....bbls..	1,429,128	4,845,358	11,958,809	53,221,988
All other.....	.....	.....	16,506	855,150
Bronze, manufactures of.....	.....	.....	125,649	153,429
Brushes.....	.....	.....	30,479	32,356
Buttons, and parts of.....	.....	.....	40,754	4,552
Candles.....lbs..	232,681	286,375	22,440	41,813
Cars, automobiles, and other vehicles:				
Aeroplanes, parts of.....	.....	.....	132,432	1,118,409
Automobiles, and parts of—				
Automobiles—				
Commercial.....No..	4,264	2,754	13,854,903	10,001,626
Passenger.....No..	1,367	1,169	836,557	1,518,858
Parts of, not including engines and tires.....	.....	.....	3,700,812	3,999,904

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
FRANCE—continued.				
Cars, automobiles, and other vehicles—Continued.				
Cars for steam railways—All other.....No.		5,123	$11,933,920	$6,834,877
For other railways.....No.		69	263,475	99,592
Motor cycles.....No.	78	90	14,562	20,946
Motor warehouse and motor station trucks....No.		53		47,625
Wheelbarrows, push carts, etc.			21,852	50,347
All other vehicles, and parts of			1,982,216	3,427,597
Celluloid, and manufactures of			827,317	1,084,599
Chalk, manufactures of			3,001	13,429
Chemicals, drugs, dyes, and medicines:				
Acids—				
Carbolic.....lbs.		3,897,964		2,120,683
Picric.....lbs.		52,986,275		33,470,291
Sulphuric.....lbs.		16,213		845
All other			33,995,457	407,262
Alcohol, wood.....galls.	266,221	1,925,371	216,042	1,393,917
Coal-tar distillates, n. e. s.—				
Benzol.....lbs.		21,509,913		1,837,027
All other				1,579,469
Copper, sulphate of (blue vitriol).....lbs.	16,558,589	3,230,500	1,728,192	280,973
Dyes and dyestuffs			668,526	1,630,131
Extracts for tanning			25,849	27,283
Formaldehyde (formalin)				410,040
Glycerin.....lbs.		100,940		58,645
Infants' food				108,843
Lime, acetate of.....lbs.	2,605,730	9,437,193	102,516	499,079
Medicinal and pharmaceutical preparations			28,044	128,785
Petroleum jelly			92,765	92,713
Potash				53,566
Roots, herbs, and barks			145,592	16,891
Soda, salts, and preparations of			2,221,999	668,827
Sulphur or brimstone.....tons.	22,977	4,938	470,067	103,424
Washing powder and fluid.....lbs.	25,028	349,795	1,934	16,817
All other chemicals, etc.			19,379,294	5,679,963
Chewing gum			112,531	88,066
Clocks and watches:				
Clocks, and parts of			34,049	17,795
Watches, and parts of			62,942	18,298
Coal and coke:				
Coal—				
Anthracite.....tons.	84	1,742	1,306	18,976
Bituminous.....tons.	121,123	20,116	416,088	102,468
Coke.....tons.	6,819	12,328	44,740	115,980
Cocoa and chocolate, prepared or manufactured, not including confectionery			843,060	1,825,305
Coffee:				
Green or raw.....lbs.	3,444,618	2,368,734	557,660	335,869
Roasted or prepared.....lbs.	12,191	507,297	1,849	70,457
Confectionery			7,262	95,429
Copper:				
Unrefined, black, blister, and converted.....lbs.	941,777	3,932,967	291,050	1,128,980
Refined copper in ingots, bars, or other forms..lbs.	352,017,699	333,190,164	102,153,839	92,876,928
Composition metal, etc.....lbs.		1,120,231		313,665
Pipes and tubes.....lbs.		1,879,225		821,725
Old and scrap.....lbs.	144,816		36,900	
Plates and sheets.....lbs.	10,829,437	6,147,726	2,923,891	1,665,062
Wire.....lbs.	9,460,707	5,668,228	3,031,104	1,622,955
All other manufactures of			2,372,940	480,766
Cotton:				
Unmanufactured—				
Upland and other.....lbs.	331,068,078	271,436,451	60,076,308	79,671,188
Linters.....lbs.	196,906,544	57,840,082	20,266,662	6,759,242
Manufactures of—				
Cloths—				
Unbleached.....yds.	810,079	2,604,482	350,953	870,073
Bleached.....yds.	1,236,707	6,859,520	181,892	955,684
Colored.....yds.	1,287,124	8,812,874	296,541	1,865,940
Waste.....lbs.	1,296,507	733,765	192,209	103,461
Wearing apparel—				
Corsets			19,717	3,340
Knit goods			483,261	346,180
All other			106,534	489,009
Yarn.....lbs.		443,232	32,193	153,761
All other manufactures			446,509	930,912

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
FRANCE—continued.				
Dental goods			$50,790	$64,298
Earthen, stone, and china ware:				
Bricks.....M..	123	1,571	13,940	141,793
All other			10,632	13,236
Egg yolks, canned eggs, etc				155,680
Electrical machinery and appliances (except locomotives):				
Batteries			32,383	100,511
Dynamos or generators			159,877	444,021
Insulated wire and cables			1,964,546	795,659
Interior wiring supplies, including fixtures			40,386	126,778
Lamps.....No..	59,743	3,332	8,406	3,015
Magnetos, spark plugs, etc				349,957
Motors			387,204	305,061
Rheostats and controllers				16,478
Switches and accessories				67,473
Telegraph apparatus			2,000	42,769
Telephones			34,807	186,006
Transformers			29,075	465,018
All other			1,585,568	872,009
Explosives:				
Cartridges, loaded			13,472,878	1,271,892
Gunpowder, including smokeless.....lbs..	79,795,271	76,381,400	74,915,776	66,168,740
Shells and projectiles				3,393,600
All other			30,551,999	21,353,389
Feathers			49,456	6,266
Ferrotungsten and tungsten metal.....lbs..	198,074	960,777	219,267	1,989,417
Ferrovanadium.....lbs..	430,304	467,325	477,726	603,120
Fertilizers—Phosphate rock, land pebble.....tons..	14,536	10,438	38,648	41,774
Fibers, vegetable, manufactures of:				
Bags			106,347	43,162
Cordage.....lbs..	1,918,670	192,039	422,691	49,704
Twine, binder.....lbs..	10,752,525	18,913,503	1,322,761	3,651,660
All other twine			134,433	
All other manufactures			237,841	60,528
Fire extinguishers			285,896	818,388
Fish:				
Salmon, canned.....lbs..	985,582	7,937,490	153,927	1,167,737
Canned fish, except salmon			69,226	174,089
Shellfish			161,686	353,975
Flavoring extracts and fruit juices			2,980	29,919
Fruits and nuts:				
Fruits—				
Apples, dried.....lbs..	2,821,422	158,645	215,793	21,898
Apples, green or ripe.....bbls..	6,144	5	47,433	51
Apricots, dried.....lbs..	5,754,643	455,525	753,236	70,491
Peaches, dried.....lbs..	1,855,378	58,590	139,422	5,765
Pears, green or ripe			63,273	2,273
Prunes.....lbs..	23,852,707	2,490,874	2,010,277	265,494
Raisins and other dried grapes.....lbs..	400,634	70,625	29,179	7,034
All other			215,901	10,432
Preserved—				
Canned			153,710	318,326
Other			5,364	335,405
Nuts			1,108	327,578
Furniture of metal			51,693	19,374
Furs and fur skins:				
Raw, or unmanufactured			1,695,558	536,640
Dressed, and manufactures of			1,606,011	815,306
Glass and glassware:				
Bottles, demijohns, carboys, and jars, etc			53,514	24,409
Common window glass.....boxes (50 sq. ft.)..	6,300	1	22,616	3
All other			37,643	13,730
Glucose and grape sugar:				
Glucose (corn sirup).....lbs..	20,726,369	7,946,722	675,444	476,493
Grape sugar (corn sugar).....lbs..	5,081,776	1,776,880	161,212	109,228
Gold and silver, manufactures of, including jewelry			26,593	10,008
Grease:				
Lubricating			60,223	114,106
Soap stock, and other			23,947	10,564
Hair, animal—				
Unmanufactured			47,616	11,713
Manufactures of			3,405	15,174
Hay.....tons..	41,064	3,297	810,194	88,594

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
FRANCE—continued.				
Hides and skins, except fur skins, raw:				
Cattle.....lbs..	487,070	298,567	$114,500	$84,967
All other.....lbs..	82,344	1,322	20,005	400
Honey.....lbs..	.....	708,205	20,678	107,925
Household and personal effects.....	.....	.....	133,335	110,801
India rubber, manufactures of:				
Scrap and old.....lbs..	117,984	141,990	20,074	39,191
Reclaimed.....lbs..	155,548	227,806	23,735	31,631
Belting, hose, and packing.....	.....	.....	51,568	23,935
Boots and shoes—				
Boots.....pairs..	108,922	1,254,623	381,826	3,913,450
Shoes.....pairs..	236,035	.....	102,420	.....
Druggists' rubber sundries.....	.....	.....	.....	47,746
Tires—				
For automobiles.....	.....	.....	426,132	661,648
All other tires.....	.....	.....	320,858	57,607
All other manufactures of.....	.....	.....	928,943	1,031,684
Instruments for scientific purposes:				
Medical and surgical.....	.....	.....	15,225	47,832
Optical.....	.....	.....	239,355	33,358
All other.....	.....	.....	465,887	509,420
Iron and steel:				
Pig iron.....tons..	125,758	8,726	3,724,618	311,398
Scrap and old, for remanufacture.....tons..	4,784	.....	91,036	.....
Bar iron.....lbs..	4,605,351	3,361,071	137,665	161,992
Bars or rods of steel—				
Wire rods.....lbs..	72,539,264	43,786,685	2,522,188	2,244,502
All other.....lbs..	463,999,210	109,814,518	14,586,929	4,434,500
Billets, ingots, and blooms of steel.....tons..	829,486	661,076	57,954,191	57,248,716
Bolts, nuts, rivets, and washers.....lbs..	1,246,368	899,209	85,896	67,265
Car wheels and axles.....	.....	.....	2,479	430,516
Castings, n. e. s.....	.....	.....	370,166	87,322
Chains.....	.....	.....	.....	64,759
Cutlery—				
Razors.....	.....	.....	550,322	789,277
All other.....	.....	.....	53,755	36,541
Enamel ware.....	.....	.....	31,803	13,555
Firearms.....	.....	.....	1,740,921	3,048,688
Forgings, n. e. s.....	.....	.....	.....	5,254,194
Hardware, builders'—				
Locks.....	.....	.....	67,624	80,871
Hinges and other.....	.....	.....	239,233	34,346
Other hardware.....	.....	.....	.....	101,135
Hoop, band, and scroll.....lbs..	1,232,616	2,177,843	63,201	219,860
Horseshoes.....lbs..	1,720,659	3,907,735	103,819	270,126
Machinery, machines, and parts of—				
Adding and calculating machines.....No..	1,037	946	194,424	196,210
Air-compressing machinery.....	.....	.....	45,075	357,607
Cash registers.....No..	617	22	130,182	3,734
Concrete mixers.....	.....	.....	.....	13,204
Cream separators.....No..	1,129	1,430	30,792	45,980
Elevators and elevator machinery.....	.....	.....	610,170	414,716
Engines, and parts of—				
Electric locomotives.....No..	11	.....	48,728	.....
Internal combustion—				
Gas, stationary.....No..	375	268	69,648	70,957
Gasoline—				
Automobile.....No..	1,395	1,479	400,408	211,068
Marine.....No..	880	155	147,384	170,550
Stationary.....No..	787	784	134,547	153,606
Traction and caterpillar.....No..	1,204	2,157	1,259,232	2,428,325
Kerosene engines.....No..	.....	73	.....	62,555
Steam engines—				
Locomotives.....No..	513	333	4,314,840	10,965,239
Marine.....No..	9	3	3,983	12,723
Stationary.....No..	1	25	379	29,988
Traction and caterpillar.....No..	6	133	18,612	273,792
All other engines.....No..	454	125	284,867	124,837
Parts of.....	.....	.....	3,893,975	4,207,477
Excavating machinery.....	.....	.....	.....	73,703
Metal-working machinery.....	.....	.....	29,254,379	.....
Lathes.....	.....	.....	.....	5,873,301
Other machine tools.....	.....	.....	.....	2,620,350
Sharpening and grinding machines.....	.....	.....	.....	2,874,076
All other metal-working machinery.....	.....	.....	.....	8,902,203
Gas and water meters.....	.....	.....	75	6,147

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
FRANCE—continued.				
Iron and steel—Continued.				
Milling machinery, flour and grist			$97,715	$175,353
Mining machinery—				
Oil-well machinery			1,125	77,190
All other			1,462,249	1,341,989
Paper and pulp mill machinery				5,742
Printing presses			314,469	22,200
Pumps, and pumping machinery			536,143	333,554
Refrigerating machinery			11,727	62,000
Road-making machinery				8,672
Sewing machines			372,694	138,438
Shoe machinery			314,721	367,020
Textile machinery			161,428	148,618
Typesetting machines, linotype and other			46,149	75,278
Typewriting machines			1,542,842	933,441
Windmills			6,797	5,696
Wood-working machinery			95,494	93,232
All other machinery, and parts of			3,079,451	2,756,743
Nails and wood screws—				
Cut nails ..... lbs.	220,872	262,513	8,060	12,368
Railroad spikes ..... lbs.	4,352,649	3,950,125	199,455	249,494
Wire ..... lbs.	22,400,919	7,976,371	999,182	447,584
Wood screws				46,304
All other (including tacks) ..... lbs.	14,005,095	5,500,385	1,160,967	671,386
Needles				7,159
Pipes and fittings—				
Cast ..... lbs.	2,959,516	1,629,086	153,602	115,983
Wrought ..... lbs.	13,383,416	4,111,391	718,461	262,274
Radiators, and cast-iron house-heating boilers ..... lbs.	2,018,014	199,690	71,247	9,447
Rails for railways, of steel ..... tons.	157,055	118,618	6,896,977	6,037,456
Railway track material, such as switches, frogs, fishplates, etc.			3,320,310	1,680,377
Scales and balances			14,062	5,008
Sheets and plates—				
Galvanized ..... lbs.	1,113,525	387,439	49,033	28,176
Iron sheets and plates ..... lbs.	3,067,308	3,907,421	141,334	252,351
Steel—				
Plates ..... lbs.	32,674,063	126,683,513	1,275,120	7,487,633
Sheets ..... lbs.	3,695,420	10,399,798	122,500	646,778
Shells and projectiles, empty				5,029,265
Ship and tank plates, punched and shaped ..... lbs.		7,036,564		344,425
Stoves, ranges, and parts of			14,050	25,914
Structural iron and steel ..... tons.	48,995	11,542	3,531,764	1,002,907
Tin plates and manufactures of—				
Tin plates, terneplates, and taggers' tin ..... lbs.	10,602,214	22,562,028	562,774	2,523,593
All other manufacturers of			17,470	35,043
Tools—				
Augers, bits, and drills				517,418
Files and rasps				148,893
Hammers and hatchets			22,549	19,064
Saws			1,010,160	879,610
All other			1,483,120	1,342,559
Wire, and manufactures of—				
Wire—				
Barbed ..... lbs.	198,483,272	79,247,197	6,976,536	3,046,553
All other ..... lbs.	135,626,798	21,744,921	5,154,955	1,141,157
Manufactures of—				
Wire ropes and cables				1,343,893
Woven-wire fencing			843,778	98,910
All other			537,326	243,747
All other manufactures of iron and steel			27,217,351	5,762,480
Lamps, except electric			26,513	26,806
Lead:				
Pigs, bars, etc.—				
Produced from domestic ore ..... lbs.	671,969	1,603,809	40,318	125,579
Produced from foreign ore ..... lbs.	348,398	3,458,057	24,004	285,463
All other manufactures of			85,767	15,108
Leather:				
Belting			555,938	682,730
Carriage, automobile, and upholstery			11,179	41,917
Patent			455,225	315,047
Sole ..... lbs.	12,465,709	2,479,243	6,897,007	1,792,869
Upper—				
Calf ..... sq. ft.	1,346,552	1,258,776	630,380	708,480
Kid ..... sq. ft.	4,587,524	1,005,897	1,526,306	476,827
Grain and split ..... sq. ft.		867,802		188,261
All other upper			1,473,066	596,067

Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
FRANCE—continued.				
Leather—Continued.				
All other			$1,040,616	$182,315
Manufactures of—				
Boots and shoes—				
Children's....pairs..	7,841	1,306	11,302	2,312
Men's....pairs..	312,848	512,839	826,080	1,575,376
Women's....pairs..	82,119	56,572	266,099	211,118
Gloves....doz. pairs..		268		5,027
Slippers....pairs..	4,561	16,307	3,737	19,964
Harness and saddles			31,741	394
All other			2,184,969	545,908
Leather, imitation			35,816	28,665
Malt....bush..	177,349	756,725	243,193	1,486,497
Matches			220,893	160,007
Meat and dairy products:				
Meat products—				
Beef products—				
Beef, canned....lbs..	17,653,357	30,417,036	4,231,426	9,116,301
Beef, fresh....lbs..	38,042,276	36,926,941	4,833,959	5,796,676
Beef, pickled, and other cured....lbs..	312,080	59,986	32,103	16,656
Oleo oil....lbs..	2,199,170	412,147	391,141	106,926
Oleomargarine, imitation butter....lbs..	466,069	249,034	69,380	55,996
Tallow....lbs..	1,519,426	1,700,939	223,263	330,637
Hog products—				
Bacon....lbs..	77,035,622	73,531,892	12,062,410	19,301,977
Hams and shoulders, cured....lbs..	25,863,824	18,436,145	4,226,651	4,674,988
Lard....lbs..	54,967,832	33,427,329	10,712,463	8,603,286
Neutral lard....lbs..	250,819		51,103	
Pork, canned....lbs..	1,103,011	2,423,096	304,305	675,058
Pork, fresh....lbs..	919,724	641,635	120,397	178,108
Pork, pickled....lbs..	829,354	460,781	126,465	124,076
Lard compounds, and other substitutes....lbs..	34,102	1,085,070	4,615	248,174
Mutton (except canned)....lbs..		20,000		5,600
Sausage—				
Canned....lbs..	622,725	108,212	155,943	31,070
All other....lbs..	5,785,905	6,643,978	1,685,424	2,437,817
Sausage casings....lbs..	1,983,491	503,727	557,465	179,657
Stearin from animal fats....lbs..	1,549,911	330,648	215,817	73,846
All other meat products—				
Canned			691,438	1,323,072
All other			197,517	1,398,591
Dairy products—				
Butter....lbs..	88,802	123,020	39,129	63,467
Cheese....lbs..	4,136	1,547,134	1,018	381,951
Milk—				
Condensed....lbs..	30,263,356	74,859,652	3,580,696	10,175,360
All other (including cream)				2,779
Metals, n. e. s.				820,827
Musical instruments, and parts of:				
Pianos—Player pianos....No..	1	3	725	850
All other, and parts of			16,333	16,130
Naval stores:				
Tar, turpentine, and pitch....bbls..	365	3,643	2,308	22,254
Turpentine, spirits of....galls..	250	100	200	43
Nickel:				
Nickel, nickel oxide, and matte....lbs..	2,336,684	1,904,131	976,845	765,671
Manufactures of			60,784	33,445
Notions, n. e. s.			5,275	80,867
Oil cake and oil cake meal:				
Corn....lbs..	1,989,038		34,964	
Cottonseed meal....lbs..	1,120,000		39,375	
Linseed or flaxseed....lbs..	4,408,251		93,420	
Oilcloth and linoleum			21,938	35,678
Oils:				
Animal—All other....galls..	81,311	28,615	85,878	64,656
Mineral—				
Crude (including all natural oils without regard to gravity)....galls..	1,272,153	331,883	103,059	33,000
Refined or manufactured—				
Gas oil and fuel oil....galls..	1,675,099	4,734,608	114,128	330,975
Illuminating....galls..	85,294,154	81,938,587	4,850,615	5,778,922
Lubricating and heavy paraffin....galls..	60,025,113	65,601,241	10,126,493	15,713,220
Naphthas, and light products of distillation—				
Gasoline....galls..	68,008,518	66,725,783	14,826,486	15,571,311
All other....galls..	50,484,677	81,887,192	11,393,214	20,664,099
Residuum....galls..		282,603		14,230

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
FRANCE—continued.				
Oils—Continued.				
Vegetable—				
Fixed or expressed—				
Corn.....lbs..	3,840	.....	$494	.....
Cottonseed.....lbs..	3,187,870	7,021,545	442,755	$1,144,293
Linseed or flaxseed.....galls..	6,300	19,697	5,850	29,739
All other.....	.....	.....	58,060	1,047,805
Volatile or essential—				
Peppermint.....lbs..	19,748	11,387	45,077	34,318
All other.....	.....	.....	318,412	166,109
Paints, pigments, colors, and varnishes:				
Dry colors—				
Lampblack.....	.....	.....	142,689	116,921
All other.....	.....	.....	41,524	11,092
Varnish.....galls..	62,947	44,789	51,976	37,492
White lead.....lbs..	635,531	142,469	62,262	13,907
Zinc, oxide of.....lbs..	3,821,433	665,550	379,237	64,450
All other (including crayons).....	.....	.....	101,379	29,537
Paper:				
Bags.....	.....	.....	870	37,901
Books, music, maps, engravings, etc.....	.....	.....	79,025	89,533
Boxes and cartons.....	.....	.....	889	2,840
Carbon paper.....	.....	.....	91,693	57,301
Playing cards.....	.....	.....	103	18,128
Printing paper—				
News print.....lbs..	8,923,131	40,340,331	215,325	1,637,753
All other.....lbs..	1,335,769	1,534,360	91,418	74,352
Wax paper.....	.....	.....	.....	19,120
Wrapping paper.....lbs..	668,092	336,186	44,770	35,611
Writing paper and envelopes.....	.....	.....	97,276	60,183
All other.....	.....	.....	70,412	33,204
Paraffin and paraffin wax.....lbs..	.....	14,698,293	1,274,507	1,254,242
Pencils and pencil leads.....	.....	.....	15,896	25,515
Pens:				
Fountain.....No..	9,087	21,250	6,554	8,027
Metallic (except gold).....gross..	3,095	5,523	1,362	2,453
Perfumeries, cosmetics, and all toilet preparations.....	.....	.....	34,741	97,121
Phonograph, etc.....No..	43	.....	3,432	7,546
Photographic goods:				
Cameras.....	.....	.....	242,930	69,534
Motion-picture films—				
Not exposed.....lin. ft..	1,945,251	9,397,041	45,941	187,157
Exposed.....lin. ft..	11,487,588	1,943,434	397,259	193,208
Other sensitized goods.....	.....	.....	445,593	210,293
Other apparatus.....	.....	.....	3,637	65,613
All other.....	.....	.....	83,179	36,233
Plated ware (except cutlery and jewelry).....	.....	.....	39,489	6,438
Plumbago or graphite:				
Unmanufactured.....lbs..	418,954	1,059,712	28,969	70,037
Manufactures of.....	.....	.....	88,072	41,829
Quicksilver.....lbs..	5,491	4,052	6,540	4,500
Roofing felt and similar materials.....	.....	.....	857,937	420,545
Seeds.....	.....	.....	139,116	174,214
Shells.....	.....	.....	.....	8,000
Shoe findings.....	.....	.....	249,035	188,712
Silk, manufactures of.....	.....	.....	95,760	87,312
Soap:				
Toilet and fancy.....	.....	.....	33,960	84,748
All other.....lbs..	667,929	2,904,976	43,555	226,299
Spirits, distilled:				
Alcohol (including pure, neutral, or cologne spirits) .....pf. galls..	48,370,497	3,223,302	14,448,171	2,056,164
Rum.....pf. galls..	190,302	1,480	128,339	947
All other.....pf. galls..	46,416	179	40,150	660
Wines.....galls..	127,321	26,925	60,114	10,780
Sponges.....lbs..	5,770	4,102	9,927	6,504
Starch.....lbs..	7,304,465	4,655,826	246,848	261,972
Stearin, vegetable.....lbs..	111,100	67,250	15,665	14,425
Stone, manufactures of (including marble).....	.....	.....	55,744	51,722
Sugar and molasses:				
Molasses.....galls..	90,492	.....	22,099	.....
Sugar, refined.....lbs..	478,967,887	270,694,062	28,866,715	17,549,549
Surgical appliances (not including instruments).....	.....	.....	138,551	6,219,153
Suspenders and garters.....	.....	.....	.....	10,169

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
FRANCE—Continued.				
Tobacco:				
Unmanufactured—				
Leaf.....lbs..	70,126,513	73,372,601	$7,590,365	$11,143,599
Stems and trimmings.....lbs..	388,094		16,421	
Manufactures of—				
Cigarettes.....M..	18,261	664,399	68,713	1,863,443
Cigars and cheroots.....M..	18	12,740	740	488,001
Plug.....lbs..	29,380	194,725	5,373	78,170
Smoking.....lbs..	2,792	1,711,486	1,834	801,778
All other			15,003	52,283
Toys			12,498	7,305
Trunks, valises, and traveling bags			100	145
Typewriter ribbons			93,433	41,185
Umbrellas and parasols			32,013	31,160
Vegetables:				
Beans and dried peas.....bush..	13,750	169,670	71,161	1,048,774
Pickles and sauces			1,169	34,551
Vegetables, canned			51,523	1,528,663
All other			887	1,473
Vulcanized fiber, and manufactures of			58,059	78,660
Wax, and manufactures of			44,023	143,554
Whalebone.....lbs..	12,961		21,900	
Wood:				
Logs and round timber.....M feet..		1,345		32,306
Timber, hewn and sawed—				
Hewn.....M feet..	2,415	1,363	55,772	40,780
Sawed.....M feet..	12,477	2,020	282,957	63,515
Lumber—				
Boards, planks, and scantlings—				
Fir.....M feet..		2,033		124,088
Gum.....M feet..	1,511	683	35,978	39,298
Oak.....M feet..	455	474	14,541	34,415
Pine—				
White.....M feet..	30	1,922	1,267	51,125
Yellow, pitch.....M feet..	9,430	8,635	195,141	300,276
All other.....M feet..	47		1,167	
Spruce.....M feet..	14,336	11,358	854,605	1,054,057
All other.....M feet..	362	1,406	26,928	208,070
Railroad ties.....No..	281,612	97,187	206,691	87,193
Staves.....No..	3,321,108	1,592,268	482,085	286,133
All other lumber			64,016	137,086
Boat oars and paddles				31,745
Furniture			31,394	45,229
Trimmings, moldings, and other house furnishings			121	11,500
Wood pulp.....tons..	583	1,037	48,878	113,721
All other manufactures of			198,342	244,840
Wool, manufactures of:				
Blankets				383,653
Cloths and dress goods.....yds..		11,390		25,692
Wearing apparel			113,204	457,870
All other			639,168	56,458
Zinc:				
Spelter in pigs, plates, slabs, etc.—				
Produced from domestic ore.....lbs..	129,422,864	48,187,812	16,806,829	4,863,176
Produced from foreign ore.....lbs..	34,690,945	40,924,760	2,559,745	3,903,407
Zinc rolled in sheets, strips, etc.....lbs..	606,791	1,111,473	103,667	194,088
All other manufactures of			40,074	32,299
All other articles			929,998	141,496
Total domestic exports			1,008,185,806	874,287,578
Total foreign exports			3,481,400	9,447,343
Total exports			1,011,667,206	883,734,921
GERMANY.				
Ferrotungsten and tungsten metal.....lbs..	55,125		137,812	
Ferrovanadium.....lbs..	30,825		69,522	
Nickel, nickel oxide, and matte.....lbs..	1,168,086		584,043	
Tin, pigs, and oxide of tin.....lbs..	348,706		209,223	
All other articles			48,740	
Total domestic exports			1,049,340	
Total foreign exports			1,150,109	
Total exports			2,199,449	

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
GIBRALTAR.				
Aluminum, and manufactures of			$39,974	
Breadstuffs:				
Barley, bush.		201,895		$302,156
Corn meal and corn flour, bbls.		15,064		147,683
Oats, bush.	441,539		300,000	
Preparations of, for table food			353	72,002
Rye, bush.		188,622		353,411
Rye flour, bbls.		810		6,854
Wheat, bush.	2,480,146	305,162	4,318,783	704,390
Wheat flour, bbls.	7,359	257,760	39,455	2,717,778
Cars, automobiles and other vehicles:				
Automobiles, and parts of—				
Automobiles, commercial, No.		27		58,325
Automobiles, passenger, No.	9		11,518	
Parts of (not including engines and tires)			525	61
All other			587	116
Chemicals, drugs, dyes, and medicines			591	
Cocoa and chocolate, prepared or manufactured (not including confectionery)			13,898	8,788
Copper: Refined in ingots, bars, rods, or other forms, lbs.	682,547		209,338	
Electrical machinery, appliances, and instruments:				
Motors				148
All other			2,224	185
Fish:				
Dried, smoked, or cured—Herring, lbs.		71,000		5,557
Salmon—Canned, lbs.		1,156,864		167,157
Fruits			471	117,778
Iron and steel:				
Bars or rods of steel, lbs.	1,639,380		65,790	
Billets, ingots, and blooms of steel, tons.	2,303		207,270	
Firearms				42,000
Machinery			5,412	34,998
Pipes and fittings—				
Cast, lbs.		392,485		15,787
Wrought, lbs.		427,437		32,099
Ship and tank plates, lbs.		66,706		10,500
Wire, barbed, lbs.	1,229,579		49,320	
All other manufactures of			5,392	32,627
Lamps, chandeliers, etc. (except electric)				2,083
Leather:				
Goat and kid, sq. ft.		17,880		8,375
Patent			2,954	
Meat and dairy products:				
Meat products—				
Beef products—Beef canned, lbs.	13,672	114,231	2,752	26,666
Hog products—				
Bacon, lbs.	539,108		66,910	
Lard, lbs.	115,975	5,600	21,545	1,400
Pork, canned, lbs.	4,890		1,070	
Pork, pickled, lbs.	4,000		367	
Sausage, lbs.	44,835	32,500	12,465	8,061
All other meat products			52,443	1,355
Dairy products—Milk condensed, lbs.	929,583	9,112,120	112,895	1,072,986
All other				1,345
Metals, metal compositions, n. e. s.: Bronze				3,088
Oils:				
Mineral—Refined or manufactured—				
Gas oil and fuel oil, galls.		1,132,484		130,861
Illuminating oil, galls.	14,161,112		721,336	
Lubricating and heavy paraffin oil, galls.	112,195		23,436	
Naphthas, and light products of distillation—				
Gasoline, galls.	4,782,277	1,050,053	1,090,506	199,510
Vegetable—All other			15	
Paraffin and paraffin wax, lbs.	236,096		13,413	
Perfumery, cosmetics, and all toilet preparations			6,764	5,621
Spirits, wines, malt liquors, and other beverages:				
Spirits, distilled—Alcohol (including pure, neutral, or cologne spirits), pf. galls.	3,200		1,073	
Sugar, refined, lbs.	560,000	112,000	39,948	7,056
Tin in pigs, bars, etc, lbs.	348,706		209,223	
Tobacco:				
Unmanufactured—				
Leaf, lbs.	503,942	338,917	50,193	40,290
Stems and trimmings, lbs.	38,060		2,400	

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
GIBRALTAR—continued.				
Tobacco—Continued.				
Manufactures of—				
Cigarettes.....M..		11,050		$40,333
Plug.....lbs..	37,740	67,952	$7,884	14,803
Smoking.....lbs..	98,104		53,547	
All other.....			25,052	23,107
Vegetables:				
Beans and dried peas.....bush..		40		205
Pickles and sauces.....				13,600
Canned.....			59	35,861
Wood:				
Timber, hewn and sawed—				
Hewn.....M ft..	501		10,028	
Sawed—Pitch pine.....M ft..	4,893		133,707	
Lumber—Boards, planks, and scantling—Pine—				
Yellow—Pitch.....M ft..	3,081		51,519	
Railroad ties.....No..	157,929		88,908	
All other manufactures of.....			1,500	
All other articles.....			200,641	15,782
Total domestic exports.....			7,874,172	6,482,738
Total foreign exports.....			65,101	5,280
Total exports.....			7,939,273	6,488,018
GREECE.				
Agricultural implements, and parts of:				
Mowers and reapers.....				12,000
All other, and parts of.....			6,262	14,392
Brass, manufactures of.....			2,691	3,150
Breadstuffs:				
Barley.....bush..	91,000		72,800	
Bread and biscuit.....lbs..		105,450		24,275
Corn.....bush..	120,000		194,755	
Oats.....bush..	153,296		97,000	
Preparations of, for table food.....			56,459	7,541
Rice.....lbs..	451,460	1,000	11,696	93
Rye flour.....bbls..	5,612		26,812	
Wheat.....bush..	4,811,158		9,005,268	
Wheat flour.....bbls..	388,708	47,937	3,000,200	694,988
All other.....			150	79
Buttons and parts of.....			8,412	1,731
Candles.....lbs..	39,200	11,550	4,985	693
Cars, automobiles, and other vehicles:				
Automobiles—				
Commercial.....No..	3	14	2,000	32,000
Passenger.....No..	78	4	79,913	6,580
Parts of (not including engines and tires).....			12,604	4,675
Cars for steam railways—All other.....			427,000	
All other and parts of.....			2,650	950
Chemicals, drugs, dyes, and medicines:				
Acids, all other.....			6,231	4,032
Bark, extract of, for tanning.....			10,042	
Copper, sulphate of (blue vitriol).....lbs..	2,463,750		258,695	
Dyes and dyestuffs.....			5,999	10,007
Medicinal and pharmaceutical preparations.....			4,045	11,275
Soda, salts, and preparations of.....			51,574	12,754
All other.....			101,476	30,878
Chewing gum.....			6,352	
Coal and coke:				
Coal—				
Anthracite.....tons..	13		89	
Bituminous.....tons..	18,356	2,894	100,508	20,258
Coke.....tons..	1,660		15,843	
Cocoa and chocolate (prepared or manufactured, not including confectionery).....			2,667	13,735
Coffee: Roasted or prepared.....lbs..	20	200	4	49
Confectionery.....			49,720	10,900
Copper, manufactures of.....			13,895	2,016
Cotton:				
Unmanufactured—Upland.....lbs..	1,092,519		222,287	
Manufactures of—				
Cloths—				
Unbleached.....yds..	559,030	23,000	103,945	7,700
Bleached.....yds..	365,609	339,992	40,000	56,510

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
GREECE—continued.				
Cotton—Continued.				
Manufactures of—Continued.				
Cloths—Continued.				
Colored—				
Printed.....yds..	76,122	192,885	$8,643	$33,309
Dyed in the piece.....yds..	109,407	125,989	11,037	27,689
All other.....yds..	761,471	155,268	81,986	27,602
Waste cotton.....lbs..	83,570	.....	7,972	.....
Wearing apparel—				
Knit goods.....	.....	.....	209,693	37,067
All other.....	.....	.....	37,838	3,837
Yarn.....	.....	.....	3,250	.....
All other.....	.....	.....	175,234	48,233
Earthen, stone, and china ware.....	.....	.....	8,644	283
Electrical machinery, appliances, and instruments:				
Dynamos or generators.....	.....	.....	225	.....
Lamps—Incandescent, metal filament.....No..	20,420	.....	6,982	.....
All other.....	.....	.....	30,494	.....
Explosives:				
Cartridges, loaded.....	.....	.....	2,955	16,000
All other.....	.....	.....	6,518	3,541
Fibers, vegetable, manufactures of:				
Bags.....	.....	.....	2,458	.....
Cordage.....lbs..	259,186	.....	33,059	.....
Twine—All other.....	.....	.....	4,302	495
All other.....	.....	.....	819	650
Fish:				
Dried, smoked, or cured—				
Cod, haddock, hake, and pollock.....lbs..	1,345,690	357,950	100,218	31,998
Herring.....lbs..	147,720	10,000	9,592	500
Salmon, canned.....lbs..	190,736	173,400	14,486	24,935
Canned fish (except salmon and shellfish).....	.....	.....	11,486	48,655
Shellfish.....	.....	.....	10,232	34,438
All other fish and fish products.....	.....	.....	2,144	.....
Fruits:				
Canned.....	.....	.....	15,047	2,024
All other.....	.....	.....	4,003	1,997
Furniture of metal.....	.....	.....	3,968	.....
Glass and glassware:				
Cylinder, crown, and common window glass boxes (50 sq. ft).....	1,248	.....	5,130	.....
All other.....	.....	.....	2,920	.....
Glucose (corn sirup).....lbs..	1,573,131	510,932	42,386	34,235
Grease:				
Lubricating.....	.....	.....	10	.....
Soap stock and other.....	.....	.....	14	.....
Hides and skins (except fur skins), raw or uncured:				
All other.....lbs..	257,514	331,830	56,640	93,703
Hops.....lbs..	32,080	23,227	5,497	6,154
India rubber, manufactures of:				
Belting, hose, and packing.....	.....	.....	2,582	.....
Tires—				
For automobiles.....	.....	.....	34,654	2,000
All other.....	.....	.....	1,598	.....
Ink.....	.....	.....	5,299	59
Iron and steel:				
Bar iron.....lbs..	1,281,244	.....	32,470	.....
Bars or rods of steel.....lbs..	1,935,326	233,316	50,595	10,514
Billets, ingots, and blooms of steel.....tons..	89	.....	6,500	.....
Bolts, nuts, rivets, and washers.....lbs..	509,698	28,870	20,513	1,700
Castings, n. e. s.....	.....	.....	4,689	.....
Cutlery.....	.....	.....	10,061	29
Firearms.....	.....	.....	794	33,000
Hardware—Hinges and other builders'.....	.....	.....	3,414	2,356
Hoop band and scroll.....lbs..	74,750	3,600	2,528	422
Machinery, machines, and parts of—				
Engines, and parts of—				
Internal combustion engines—				
Gasoline—				
Marine.....No..	5	.....	784	.....
Traction and caterpillar.....No..	.....	94	.....	95,500
Steam—Locomotives.....No..	59	.....	544,226	.....
All other.....No..	35	1	10,975	110
Parts of.....	.....	.....	44,784	10,070

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
GREECE—continued.				
Iron and steel—Continued.				
Machinery, machines, and parts of—Continued.				
Metal-working machinery (including metal-working machine tools)			$7,327	$630
Pumps and pumping machinery			4,247	91
Typewriting machines			6,644	3,211
Wood-working machinery			6,094	
All other machinery, and parts of			49,404	2,897
Nails and spikes—				
Wire nails....lbs.	2,084,892	270,000	94,079	19,846
All other (including tacks)....lbs.	644,023	331,995	55,827	27,645
Pipes and fittings—				
Cast....lbs.	82,984	746	3,236	59
Wrought....lbs.	2,806,703	82,150	98,941	3,600
Rails for railways—Steel....tons.	1,895		59,268	
Railway track material, such as switches, frogs, fishplates, etc. (except rails and spikes)			72,114	
Sheets and plates—				
Galvanized....lbs.	1,142,683	15,318	49,340	836
Iron sheets and plates....lbs.	266,997	22,400	13,081	1,512
Steel—				
Plates....lbs.	705,949		25,952	
Sheets....lbs.	991,664		34,504	
Stoves and ranges, and parts of			6,711	
Structural iron and steel....tons.	463	41	30,185	4,194
Tools			8,223	6,625
Wire, and manufactures of—				
Wire, all other....lbs.	1,097,773	344,920	48,442	14,248
Manufactures of			20,303	3,370
All other manufactures of			86,805	7,825
Lead: All other manufactures of			1,650	
Leather:				
Belting			10,201	3,500
Patent			62,988	6,830
Sole....lbs.	223,894	55,513	100,682	47,390
Upper—				
Calf....sq. ft.	374,570	17,187	138,055	7,162
Kid....sq. ft.	519,540	255,412	142,786	122,605
All other			69,870	104,257
All other leather, etc			45,913	6,601
Manufactures of—				
Boots and shoes—				
Men's....pairs.	1,510	15,164	3,818	35,642
Women's....pairs.		2,397		6,213
Harness and saddles			35	
All other			40,199	5,841
Malt....bush.	136,811	26,932	165,515	46,497
Meat and dairy products:				
Meat products—				
Beef products—Oleo oil....lbs.	532,219	628,572	68,459	146,571
Hog products—				
Hams and shoulders, cured....lbs.	34,655	9,955	8,195	3,847
Lard....lbs.	4,558		753	
Stearin from animal fats....lbs.	109,822		19,000	
All other meat products—				
Canned			3	
All other			1,378	9,497
Dairy products—Milk—Condensed....lbs.	286,770	68,585	27,985	10,861
Moss				9,358
Musical instruments, and parts of:				
Pianos—				
Player pianos....No.	9		3,926	
Pianos, all other....No.	69		13,541	
All other, and parts of			80	
Notions, n. e. s			4,961	10,500
Oilcloth and linoleum			4,208	990
Oils:				
Animal....galls.	36,600	5,018	34,541	8,500
Mineral—Refined or manufactured—				
Illuminating oil....galls.	948,010	202,000	83,751	22,119
Lubricating, and heavy paraffin oil....galls.	88,436	265,060	10,029	29,185
Naphthas, and light products of distillation—				
Gasoline....galls.	69,036		22,885	
All other....galls.	1,750,968		453,891	

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
GREECE—continued.				
Oils—Continued.				
Vegetable—Fixed or expressed—				
Linseed or flaxseed.....galls..	11,228	1,500	$8,655	$1,709
Volatile or essential—Peppermint.....lbs..	.....	55	.....	210
All other.....	.....	.....	1,500	.....
Paints, pigments, colors, and varnishes:				
Red lead.....lbs..	.....	35,888	.....	4,900
White lead.....lbs..	175,555	11,200	15,426	1,250
All other (including crayons).....	.....	.....	13,289	3,300
Paper:				
Books, music, maps, engravings, etchings, photographs, and other printed matter.....	.....	.....	34,286	5
Paper board.....	.....	.....	13,655	877
Printing paper—				
News print.....lbs..	3,235,141	48,520	110,026	2,389
All other.....lbs..	2,005,135	8,540	175,088	525
Wrapping paper.....lbs..	416,562	31,147	29,265	4,000
Writing paper and envelopes.....	.....	.....	88,926	.....
All other.....	.....	.....	14,171	945
Paraffin and paraffin wax.....lbs..	885,867	60,000	32,947	3,600
Perfumeries, cosmetics, and all toilet preparations.....	.....	.....	7,933	3,522
Photographic goods:				
Cameras.....	.....	.....	137	6,566
Other sensitized goods.....	.....	.....	10,411	12,177
Roofing felt and similar materials.....	.....	.....	860	.....
Shoe findings.....	.....	.....	5,531	640
Silk, manufactures of.....	.....	.....	23,104	.....
Soap:				
Toilet.....	.....	.....	10,498	2,412
All other.....lbs..	41,416	.....	1,868	.....
Starch.....lbs..	557,555	207,421	17,712	15,874
Stone, manufactures of.....	.....	.....	920	.....
Sugar, refined.....lbs..	27,256,534	225,000	1,667,774	18,072
Surgical appliances (not including instruments).....	.....	.....	18,890	.....
Tobacco: All other.....	.....	.....	977	1,860
Vegetables, beans and dried peas.....bush..	5,274	100	16,209	700
Wood:				
Lumber—				
Boards, planks, and scantling—				
Pine—				
White.....M ft..	377	.....	15,000	.....
Yellow—				
Pitch.....M ft..	531	.....	15,076	.....
All other.....M ft..	117	.....	4,750	.....
Spruce.....M ft..	499	.....	21,658	.....
All other.....M ft..	255	22	10,500	1,300
Railroad ties.....No..	40,451	.....	25,352	.....
Shooks—				
Box.....	.....	.....	13,723	.....
All other.....No..	19,087	.....	12,385	.....
Staves.....No..	805,615	.....	12,554	.....
All other lumber.....	.....	.....	28,805	.....
Doors, sash, and blinds.....	.....	.....	6,985	.....
All other manufactures.....	.....	.....	14,471	30
Wool, manufactures of.....	.....	.....	87,150	2,850
All other articles.....	.....	.....	53,605	6,006
Total domestic exports.....	.....	.....	20,659,307	2,452,730
Total foreign exports.....	.....	.....	201,338	121,152
Total exports.....	.....	.....	20,860,645	2,573,882
ICELAND AND FAROE ISLANDS.				
Brass, manufactures of.....	.....	.....	3,612	584
Breadstuffs:				
Barley.....bush..	146	234	218	330
Bran and middlings.....tons..	.....	2	.....	137
Bread and biscuit.....lbs..	13,116	146,242	1,808	18,852
Corn.....bush..	505	948	756	1,932
Cornmeal and corn flour.....bbls..	8,122	4,456	42,379	40,773
Oatmeal.....lbs..	2,964,325	3,428,114	120,019	183,120
Preparations, of, for table food.....	.....	.....	1,159	5,955
Rice.....lbs..	57,205	587,644	2,457	40,137
Rye flour.....bbls..	143	305	1,592	3,230
Wheat.....bush..	.....	1,868	.....	5,220
Wheat flour.....bbls..	30,579	23,164	293,975	281,095
All other.....	.....	.....	979	9,001

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
ICELAND AND FAROE ISLANDS—continued.				
Cars, automobiles, and other vehicles:				
Automobiles—				
Passenger.....No.	11	15	$5,134	$11,396
Parts of (not including engines and tires)			2,608	2,757
All other, and parts of			439	5,511
Cement, hydraulic.....bbls.		4,950		11,770
Chemicals, drugs, dyes, and medicines			4,114	19,571
Clocks, and parts of			1,181	1,087
Coal, bituminous.....tons.	3,474		11,812	
Cocoa and chocolate, prepared or manufactured (not including confectionery)			1,231	2,768
Coffee:				
Green or raw.....lbs.	297	90,289	49	11,000
Roasted or prepared.....lbs.	14,420	42,978	1,678	6,085
Copper, wire.....lbs.	62,532	23,968	23,723	7,223
Cotton, manufactures of:				
Cloths—				
Unbleached.....yds.	21,533	34,605	5,376	14,626
Bleached.....yds.	20,654	45,145	2,285	6,541
Colored—				
Printed.....yds.	31,031	115,200	3,066	27,667
Dyed in the piece.....yds.	6,530	31,935	672	7,738
All other.....yds.	76,132	52,946	9,696	14,193
Wearing apparel—				
Knit goods			7,396	8,899
All other			16,716	11,564
All other manufactures			98,157	54,652
Electrical machinery, appliances, and instruments:				
Dynamos or generators			1,107	432
Insulated wire and cables			920	7,414
All other			1,992	5,907
Explosives			407	5,620
Fibers, vegetable, manufactures of:				
Cordage.....lbs.	36,831	5,170	6,494	1,550
All other manufactures			34,680	895
Fruits:				
Apples, green or ripe.....bbls.	857	891	3,864	5,874
Prunes.....lbs.	43,592	36,979	3,261	4,546
Raisins, and other dried grapes.....lbs.	104,630	149,388	8,086	15,455
All other green, ripe, or dried			3,683	14,058
Prepared or preserved—				
Canned			7,775	11,583
All other			465	3,772
Glass and glassware:				
Common window glass.....box.		504		3,495
All other			913	1,821
Glue.....lbs.		5,027		1,059
Gold and silver, manufactures of, including jewelry			31	2,626
India rubber, manufactures of			3,681	11,635
Iron and steel:				
Bar iron.....lbs.	45,500	26,415	1,796	1,617
Cutlery			655	1,508
Enamel ware			981	4,330
Firearms			94	1,438
Hardware—				
Builders'			4,185	1,574
Other hardware				2,103
Hoop, band, and scroll.....lbs.	66,825	74,628	1,500	4,522
Machinery, machines, and parts of—				
Cash registers.....No.	11		1,732	
Cream separators.....No.		125		4,654
Engines and parts of—				
Internal-combustion engines—				
Gasoline—Marine.....No.	8	10	593	1,026
Sewing machines			6,637	5,764
Typesetting machines, linotype and other			1,300	
Typewriting machines			2,327	21,315
All other machinery, and parts of			4,354	7,541
Nails and wood screws—				
Wire nails.....lbs.	16,540	98,814	804	5,397
Sheets and plates, galvanized.....lbs.	205,839	241,162	12,237	22,426
Stoves and ranges			656	8,605
Tools			2,215	6,313

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
ICELAND AND FAROE ISLANDS—continued.				
Iron and steel—Continued.				
Wire, and manufactures of—				
Barbed.....lbs.	22,032	11,200	$1,211	$600
All other.....lbs.	25,097	9,366	1,829	759
Manufactures of.....	.....	.....	1,081	185
All other manufactures of.....	.....	.....	8,441	9,652
Lamps, chandeliers, etc. (except electric).....	.....	.....	528	1,726
Leather:				
Sole.....lbs.	56,076	26,898	31,283	18,589
All other.....	.....	.....	5,394	4,929
Manufactures of—				
Boots and shoes—				
Children's.....pairs.	4,089	18,543	5,809	28,400
Men's.....pairs.	14,301	17,847	38,917	50,951
Women's.....pairs.	10,319	16,526	23,733	38,061
All other.....	.....	.....	1,214	384
Meat and dairy products:				
Meat products—				
Beef products—				
Beef, canned.....lbs.	1,514	.....	208	.....
Oleomargarine, imitation butter.....lbs.	364,656	29,920	72,645	7,763
Hog products—lard.....lbs.	5,788	62,797	902	16,021
All other meat products.....	.....	.....	1,292	10,801
Dairy products—Milk—				
Condensed.....lbs.	602,660	268,778	55,510	32,955
All other.....	.....	.....	835	1,496
Notions, n. e. s.....	.....	.....	244	1,846
Oakum.....lbs.	2,400	17,934	308	3,412
Oilcloth and linoleum.....	.....	.....	1,000	3,670
Oils:				
Mineral—Refined or manufactured—				
Fuel and gas oil.....galls.	.....	82,804	.....	5,440
Illuminating oil.....galls.	518,371	1,678,217	48,825	185,282
Lubricating and heavy paraffin oil.....galls.	86,465	325,076	21,080	48,724
Naphthas and light products of distillation—				
Gasoline.....galls.	23,318	21,800	6,633	7,140
Vegetable, fixed or expressed.....	.....	.....	627	3,153
Paints, pigments, colors, and varnishes.....	.....	.....	1,496	5,193
Paper:				
Printing.....lbs.	24,251	67,305	2,604	6,097
All other.....	.....	.....	1,971	12,407
Perfumeries, cosmetics, and all toilet preparations.....	.....	.....	1,122	408
Photographic goods:				
Motion-picture films—exposed.....lin. ft.	164,000	155,000	3,439	2,000
All other.....	.....	.....	.....	2,915
Roofing felt and similar materials.....	.....	.....	3,886	2,182
Shoe findings.....	.....	.....	1,501	3,086
Silk, manufactures of.....	.....	.....	772	3,412
Soap:				
Toilet.....	.....	.....	172	1,003
All other.....lbs.	55,510	21,708	2,995	1,995
Spices.....	.....	.....	17	2,089
Stearin, vegetable.....lbs.	.....	13,600	.....	1,500
Sugar and molasses:				
Sirup.....galls.	138	6,161	37	5,542
Sugar, refined.....lbs.	2,967,143	2,788,902	196,161	218,037
Tobacco:				
Unmanufactured—Leaf.....lbs.	53,267	5,000	6,157	2,500
Manufactures of—				
Cigarettes.....M.	.....	3,067	.....	11,975
Smoking.....lbs.	.....	23,570	.....	7,259
All other.....	.....	.....	.....	600
Toys.....	.....	.....	1,254	1,141
Vegetables.....	.....	.....	1,062	7,767
Wood:				
Lumber—				
Boards, planks, and scantling—				
Oak.....M ft.	11	.....	1,100	.....
Pine—Yellow.....M ft.	26	.....	1,125	.....
Furniture.....	.....	.....	2,955	2,076
All other manufactures.....	.....	.....	2,546	2,829
Wool, manufactures of.....	.....	.....	1,861	11,447
All other articles.....	.....	.....	14,854	35,453
Total domestic exports.....	.....	.....	1,360,396	1,846,141
Total foreign exports.....	.....	.....	43,168	168,147
Total exports.....	.....	.....	1,403,564	2,014,288

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
ITALY.				
Abrasives:				
Wheels, emery, and other			$594,830	$594,292
All other			87,479	73,231
Agricultural implements, and parts of:				
Hayrakes and tedders			6,113	41,349
Mowers and reapers			231,385	550,800
Plows and cultivators			76,084	427,013
All other, and parts of			80,117	620,335
Aluminum, and manufactures of			2,557,551	3,484,913
Animals:				
Horses.....No.	21,473	97	5,274,570	27,000
Mules.....No.	31,582	697	6,506,700	208,200
All other (including fowls)			75	
Asbestos, manufactures of			32,247	37,761
Asphaltum, and manufactures of			3,456	31,951
Babbitt metal.....lbs.	105,449	105,293	22,328	31,924
Brass:				
Scrap and old, fit only for remanufacture.....lbs.	798,268	1,218,547	127,179	316,960
Bars, plates, sheets, etc.....lbs.	14,521,835	19,186,071	5,387,118	7,067,173
Cartridge shells, empty				368,103
Pipes and fittings				28,047
Wire.....lbs.		14,394		7,060
All other manufactures of			8,052,481	5,790,807
Breadstuffs:				
Barley.....bush.	201,593	3,550,979	302,390	6,104,166
Bread and biscuit.....lbs.	2,758	123,007	676	22,972
Corn.....bush.	1,156,664	2,017,622	1,159,306	3,609,245
Corn meal and flour.....bbls.	1	208,462	4	2,270,010
Oats.....bush.	11,761,339	17,266,244	7,108,222	13,511,961
Preparations of, for table food			245,110	466,150
Rice.....lbs.	372,000	32,259,976	14,452	2,368,322
Rye.....bush.	1,017,883	2,694,770	1,700,431	5,364,872
Rye flour.....bbls.		135,699		1,350,166
Wheat.....bush.	13,746,512	6,756,191	26,743,498	15,579,424
Wheat flour.....bbls.	987,686	3,385,771	7,838,168	38,468,558
All other			14,128	602,396
Bronze, manufactures of			33,129	43,136
Buttons:				
Pearl				12,065
All other				39,033
Candles.....lbs.	150	134,975	30	18,109
Cars, automobiles, and other vehicles:				
Aeroplanes, parts of			15,792	86,748
Automobiles—				
Commercial.....No.	65	52	159,775	28,055
Passenger.....No.	186	129	126,432	78,228
Parts of (not including engines and tires)			180,977	99,947
Cars for railways, and parts of—				
For steam railways—All other			2,931,481	
For other railways			117,084	
Bicycles, tricycles, etc			64,151	192,458
Motorcycles.....No.	1,666	1,940	349,667	464,861
Motor warehouse and motor station trucks.....No.		200		23,159
All other, and parts of			294,249	765,265
Celluloid, and manufactures of			226,039	160,654
Cement, hydraulic.....bbls.	300	6,800	600	15,900
Chemicals, drugs, dyes, and medicines:				
Acids			3,254,320	618,159
Bark, extract of, for tanning			24,796	19,694
Coal-tar distillates, n. e. s.—				
Bensol.....lbs.		3,624,836		293,632
All other				1,390,823
Copper, sulphate of.....lbs.	335,636		38,001	
Dyes and dyestuffs			1,271,322	1,181,951
Formaldehyde				47,662
Glycerine.....lbs.		18,886,974		9,385,024
Lime, acetate of.....lbs.	7,226,650	3,538,238	333,659	153,277
Medicinal and pharmaceutical preparations			122,890	75,571
Petroleum jelly, etc			28,692	57,005
Potash				83,455
Roots, herbs, and barks, n. e. s.			38,323	32,452
Soda—				
Caustic soda.....lbs.		26,159,244		2,138,407
Soda ash.....lbs.		690,374		28,078
Soda, salts, and preparations of			2,179,020	98,907
All other			5,699,766	5,156,089

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
ITALY—continued.				
cks, and parts of			$21,147	$22,900
l and coke:				
oal—				
Anthracite...tons..	133	352	1,049	3,411
Bituminous...tons..	1,099,508	201,220	3,509,066	805,779
oke...tons..	8,119	1,231	65,801	29,595
oa and chocolate, prepared, etc			98	94,926
fee:				
reen or raw...lbs..	1,053,962	1,500	175,637	330
oasted or prepared...lbs..	223,188	12,348	39,780	3,586
nfectionery			764	28,155
pper:				
nrefined, black, blister, and converter copper, in bars, pigs, or other forms...lbs..	9,064,323	21,093,995	2,777,223	5,433,291
efined copper in ingots, bars, rods, or other forms...lbs..	134,743,931	127,295,032	40,589,150	38,326,549
ld and scrap...lbs..	1,085,403	164,012	295,417	39,323
ipes and tubes...lbs..		1,051,143		515,841
lates and sheets...lbs..	2,971,287	7,525,350	1,008,969	2,838,046
Wire...lbs..	3,163,955	2,328,772	1,066,949	705,472
ll other manufactures of			559,688	105,213
ton:				
nmanufactured—				
Sea Island...lbs..	40,900		16,000	
Upland and other...lbs..	338,230,994	175,730,806	59,603,629	49,238,337
Linters...lbs..	5,306,930	8,875,840	466,655	842,183
anufactures of—				
Blankets and comforts				588,252
Cloths—				
Unbleached...yds..	53,491	2,400	3,952	800
Bleached...yds..	45,150	148,381	2,799	32,085
Colored...yds..	66,539	40,875	7,152	8,181
Waste cotton...lbs..	2,492,623	3,770,128	365,718	716,065
Wearing apparel—				
Knit goods			156,031	142,504
All other			13,281	22,403
Yarn...lbs..		3,173	50	3,529
All other			80,489	69,109
rthen, stone, and china ware:				
ricks—				
Building...M..		163		14,670
Fire...M..	6,185	1,745	420,136	177,866
ll other			9,076	16,905
ctrical machinery, appliances, and instruments:				
atteries			36,923	7,331
arbons				149,385
ynamos or generators			290,907	29,890
eating and cooking apparatus				25,568
nsulated wire and cables			36,571	77,726
nterior wiring supplies, etc., including fixtures			31,618	77,541
amps, incandescent—				
Carbon filament...No..	200	4,400	24	1,474
Metal filament...No..	68,518	118,044	31,078	24,041
agnetos, spark plugs, etc				758,868
eters, and other measuring instruments			21,250	59,245
otors			216,124	180,357
witches and accessories				107,821
elegraph instruments (including wireless apparatus)			141,472	8,899
elephones			230,329	154,410
ransformers			46,067	71,027
ll other			2,185,944	895,411
plosives:				
artridges, loaded			104,336	5,430,032
ynamite...lbs..		828,250		497,950
unpowder...lbs..	20,292,268	58,851,868	13,845,755	34,080,194
uses				41,776
hells and projectiles				85,365
ll other			5,490,474	10,167,886
rrotungsten and tungsten metal...lbs..	791,057	1,128,193	1,444,594	1,905,189
rrovanadium...lbs..	297,918	245,703	228,666	292,238
rtilizers:				
hosphate rock, ground or unground, not acidulated—Land pebble...tons..	6,069	1,440	16,387	4,320
ll other fertilizers...tons..		417		46,404

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
ITALY—continued.				
Fibers, vegetable, manufacturers of:				
Bags			$5,364	$905
Cordage lbs.	6,344	194,324	1,129	48,789
Twine, binder lbs.	315,850	2,266,309	37,036	489,378
All other			65,056	35,877
Fire extinguishers			33,489	14,780
Fish: Dried, smoked, or cured—				
Cod, haddock, hake, and pollock lbs.	1,145,636	13,395,726	96,720	1,221,982
Salmon, canned lbs.	4,169,250	13,540,046	436,576	1,752,163
All other fish and fish products			15,520	181,099
Fruits and nuts:				
Fruits—				
Apricots, dried lbs.	86,299	129,267	12,242	23,481
Prunes lbs.	1,189,120	1,179,183	100,678	148,821
Raisins and other dried grapes lbs.	163,100	99,915	17,645	10,816
All other			19,567	69,547
Nuts			379	
Furniture of metal			1,651	15,806
Furs and fur skins:				
Raw or unmanufactured			32,100	
Dressed, and manufactures of			3,550	
Glass and glassware			18,103	27,613
Glucose (corn sirup) lbs.	4,675,775	13,343,886	139,078	898,674
Grease:				
Lubricating			204,064	122,369
Soap stock and other			281,891	69,396
Hair, animal:				
Unmanufactured			379	7,424
Manufactures of			2,667	1,156
Hay tons.	575	460	13,555	10,300
Hides and skins (except fur skins), raw:				
Calf lbs.		25,000		15,000
Cattle lbs.		30,500		18,460
All other lbs.		59,295		20,000
Honey lbs.		3,278,729	13,483	500,995
Household and personal effects			26,288	52,035
India rubber, manufactures of:				
Reclaimed lbs.		256,800		60,869
Belting and hose			3,144	9,973
Shoes pairs.	52,887	8,680	38,840	4,896
Druggists' rubber sundries				20,897
Tires—				
For automobiles			101,362	55,913
All other			144,844	7,244
All other manufactures of			133,200	183,864
Ink			16,418	2,702
Instruments and apparatus for scientific purposes:				
Medical and surgical instruments			25,897	68,063
Optical instruments			17,379	738
All other			65,287	42,329
Iron and steel:				
Pig iron tons.	282,991	98,533	8,650,390	4,377,214
Scrap and old, fit only for remanufacture tons.	187,528	8,293	3,733,318	215,260
Bar iron lbs.	4,456,604	5,095,551	151,966	212,490
Bars or rods of steel—				
Wire rods lbs.	20,325,540	120,984,457	634,755	4,636,613
All other lbs.	162,673,832	139,010,818	5,479,245	6,873,283
Billets, ingots, and blooms of steel tons.	370,745	317,101	22,970,089	27,540,150
Bolts, nuts, etc lbs.	33,598	34,131	2,798	5,094
Castings, n. e. s			89,834	70,621
Chains				111,511
Cutlery—				
Razors			69,622	120,633
All other			14,032	22,448
Enamel ware			2,963	11,760
Firearms			466,048	1,381,817
Forgings, n. e. s				834,731
Hardware, builders'—				
Locks			94,056	82,255
Hinges and other			51,046	13,838
Other hardware				20,612
Hoop, band, and scroll lbs.		224,319		17,507

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
ITALY—continued.				
Iron and steel—Continued.				
Machinery, machines, and parts of—				
Adding and calculating machines.....No..	824	946	$179,847	$172,809
Air-compressing machinery.....	.....	.....	83,679	106,673
Cash registers.....No..	427	167	70,068	18,945
Elevators and elevator machinery.....	.....	.....	42,483	10,279
Engines and parts of—				
Electric locomotives.....No..	1	.....	3,720	.....
Internal-combustion engines—				
Gas, stationary.....No..	119	106	75,379	31,190
Gasoline—				
Automobile.....No..	103	10	25,270	1,200
Marine.....No..	266	358	89,007	464,498
Stationary.....No..	665	123	287,959	61,924
Traction and caterpillar.....No..	135	5,406	125,043	4,742,132
Kerosene engines.....No..	.....	420	.....	453,078
Steam engines—Locomotives.....No..	94	80	2,691,754	1,083,655
Marine.....No..	.....	39	.....	14,650
Stationary.....No..	.....	9	.....	10,078
Traction and caterpillar.....No..	.....	65	.....	60,200
All other engines.....No..	154	14	146,259	20,977
Parts of.....	.....	.....	580,422	411,905
Boiler tubes.....	.....	.....	.....	193,752
Excavating machinery.....	.....	.....	.....	48,600
Lawn mowers.....	.....	.....	1,933	4,839
Metal-working machinery.....	.....	.....	8,771,496	.....
Lathes.....	.....	.....	.....	1,103,629
Other machine tools.....	.....	.....	.....	1,246,257
Sharpening and grinding machines.....	.....	.....	.....	518,606
All other metal-working machinery.....	.....	.....	.....	2,208,386
Meters, gas and water.....	.....	.....	14,229	9,600
Milling machinery, flour and grist.....	.....	.....	16,020	11,691
Mining machinery.....	.....	.....	1,423,391	545,182
Paper and pulp mill machinery.....	.....	.....	14,501	16,557
Printing presses.....	.....	.....	11,225	15,677
Pumps and pumping machinery.....	.....	.....	112,660	74,961
Refrigerating machinery.....	.....	.....	6,045	6,334
Sewing machines.....	.....	.....	53,422	72,636
Shoe machinery.....	.....	.....	181,765	235,388
Textile machinery.....	.....	.....	81,817	129,332
Typesetting machines, linotype and other.....	.....	.....	45,732	6,252
Typewriting machines.....	.....	.....	454,416	443,866
Woodworking machinery.....	.....	.....	45,285	78,852
All other machinery, and parts of.....	.....	.....	864,157	904,474
Nails and wood screws—				
Cut.....lbs..	466,294	3,867	17,852	351
Wire.....lbs..	853,174	941,404	32,923	80,267
Wood screws.....	.....	.....	.....	11,791
All other (including tacks).....lbs..	1,677,549	1,292,848	90,792	144,761
Pipes and fittings—				
Cast.....lbs..	2,219,535	2,289,980	77,698	143,971
Wrought.....lbs..	7,779,569	3,312,233	451,910	200,643
Rails for railways, of steel.....tons..	50,986	3,473	2,003,134	190,992
Railway track material, such as switches, frogs, switch plates, etc. (except rails and spikes).....	.....	.....	132,532	28,745
Scales and balances.....	.....	.....	1,612	6,405
Sheets and plates—				
Galvanized.....lbs..	1,905,056	1,494,015	86,537	142,994
Iron sheets and plates.....lbs..	3,122,366	1,326,394	114,116	80,639
Steel—				
Plates.....lbs..	46,755,253	111,277,146	1,816,758	5,004,016
Sheets.....lbs..	3,914,451	4,614,211	157,960	318,430
Shells and projectiles, empty.....	.....	.....	.....	1,182,693
Ship and tank plates, punched and shaped.....lbs..	.....	810,581	.....	95,381
Stoves and ranges, and parts of.....	.....	.....	16,290	27,665
Structural iron and steel.....tons..	6,243	7,767	415,233	671,274
Tin plates, and manufactures of—				
Tin plates, terneplates, and taggers' tin.....lbs..	18,600,771	71,141,529	1,079,031	6,644,679
All other.....	.....	.....	15,667	330
Tools, n. e. s.—				
Augers, bits, and drills.....	.....	.....	.....	293,243
Files and rasps.....	.....	.....	.....	975,454
Saws.....	.....	.....	467,867	650,482
All other.....	.....	.....	764,603	556,749

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
ITALY—continued.				
Iron and steel—Continued.				
Wire, and manufactures of—				
Wire—				
Barbed.....lbs..	128,094,000	169,836,805	$4,962,802	$8,185,763
All other.....lbs..	3,890,182	15,589,526	196,170	674,418
Manufactures of—				
Wire ropes and cables				74,000
Woven-wire fencing			23,389	307
All other			133,968	53,419
All other manufactures of iron and steel			5,359,208	2,302,815
Lamps, chandeliers, and all other devices for illuminating purposes (except electric)			14,928	21,976
Lead:				
Pigs, bars, etc.—				
Produced from domestic ore.....lbs..	227,970	3,881,616	19,947	290,025
Produced from foreign ore.....lbs..		2,191,603		205,710
All other			3,038	3,091
Leather:				
Belting			163,061	125,326
Carriage, automobile, and upholstery			6,287	10,621
Patent			666,097	940,558
Sole.....lbs..	202,369	158,738	103,116	79,726
Upper—				
Calf.....sq. ft..	357,276	3,916,280	114,319	1,854,375
Grain or split.....sq. ft..		238,194		55,732
Kid.....sq. ft..	2,058,035	4,138,694	913,687	1,863,804
All other			425,122	1,539,705
All other leather			83,979	238,651
Manufactures of—				
Boots and shoes—				
Children's.....pairs..	32,733	1,406	32,554	1,612
Men's.....pairs..	1,003,093	113,027	3,266,345	403,470
Women's.....pairs..	95,500	34,021	304,195	147,994
Harness and saddles			2,703	216
All other			466,047	254,394
Leather, imitation			2,115	166,237
Malt.....bush..	732,890	229,181	975,455	389,115
Matches				8,865
Meat and dairy products:				
Meat products—				
Beef products—				
Beef, canned.....lbs..	187,634	17,698,743	45,456	5,813,019
Beef, fresh.....lbs..	13,066,277	8,566,613	1,569,318	1,638,064
Beef, pickled and other cured.....lbs..	4,800	599,976	684	91,049
Oleo oil.....lbs..	760,071	68,161	115,706	14,861
Tallow.....lbs..	1,688,719	135,403	192,686	22,583
Hog products—				
Bacon.....lbs..	19,378,346	74,459,980	3,514,652	19,060,540
Hams and shoulders, cured.....lbs..	387,277	785,104	84,479	196,793
Lard.....lbs..	4,981,846	2,136,645	1,058,998	506,717
Pork, canned.....lbs..	259,439	138,570	60,861	31,887
Pork, fresh.....lbs..		522,144		130,535
Pork, pickled.....lbs..	22,400	3,000	3,520	673
Sausage.....lbs..	2,250	96,244	747	21,048
Lard compounds.....lbs..	18	26,716	5	6,507
Sausage casings.....lbs..	54,710	2,840	11,286	1,573
Stearin from animal fats.....lbs..	11,900		1,675	
All other meat products—				
Canned			58,365	249,975
All other			35,286	209,694
Dairy products—				
Cheese.....lbs..	240	571,391	80	115,335
Milk, condensed.....lbs..	390,788	8,545,616	39,647	1,035,614
All other dairy products			1,202	715
Metals, n. e. s.				617,903
Nickel silver			8,413	66,891
Motor boats.....No..	7	72	246,000	2,080,800
Mucilage and paste			9,485	4,273
Musical instruments, and parts of			14,038	32,697
Naval stores:				
Rosin.....bbls..	54,927	10,056	344,676	63,570
Tar, turpentine, and pitch.....bbls..	1,420	3,537	9,643	21,553
Turpentine, spirits of.....galls..	127,654	301,292	77,511	160,225

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
ITALY—continued.				
ıl, and manufactures of:				
ıkel, nickel oxide, and matte.....lbs..	5,471,426	4,723,940	$2,312,925	$2,077,802
ıufactures of.....	.....	.....	162,205	346,351
ıns, n. e. s.....	.....	.....	3,049	13,445
ıke and oil-cake meal: Linseed or flaxseed..lbs..	750	.....	14	.....
ɔth and linoleum.....	.....	.....	15,988	20,187
ımal—				
ish (except whale).....galls..	35,939	100,564	18,205	99,774
ard.....galls..	153,263	47,446	144,247	59,341
ll other.....galls..	8,524	20,480	8,974	38,296
neral, refined or manufactured—				
as and fuel oil.....galls..	31,841,040	26,552,915	962,053	1,179,187
luminating oil.....galls..	35,714,454	38,925,627	1,822,521	2,928,637
ubricating and heavy paraffin oil.....galls..	14,811,793	20,405,863	2,411,269	4,610,173
Naphthas, and light products of distillation—				
Gasoline.....galls..	19,721,296	36,314,020	3,898,781	9,451,311
All other.....galls..	18,253,330	19,615,252	3,526,575	4,910,227
getable—				
Fixed or expressed—				
Corn.....lbs..	2,099,769	.....	208,631	.....
Cottonseed.....lbs..	363,127	.....	50,130	.....
Linseed or flaxseed.....galls..	9,760	60,697	9,948	70,094
All other.....	.....	.....	17,853	[illegible]903
Volatile or essential.....	.....	.....	3,494	1,500
its, pigments, colors, and varnishes:				
y colors.....	.....	.....	17,878	42,617
rnish.....galls..	65,720	15,704	67,511	40,800
nc, oxide of.....lbs..	1,170,574	551,250	105,105	57,000
l other (including crayons).....	.....	.....	30,392	37,031
er:				
ɔoks, music, maps, engravings, etchings, photographs, and other printed matter.....	.....	.....	12,605	14,384
rbon paper.....	.....	.....	28,726	23,304
sh register paper, etc.....	.....	.....	.....	10,723
ıper board and strawboard.....	.....	.....	2,564	16,792
rinting paper—News print.....lbs..	1,080,226	2,299,604	43,962	104,397
rapping paper.....lbs..	266,999	251,363	13,077	10,903
riting paper and envelopes.....	.....	.....	4,131	17,994
ll other.....	.....	.....	29,945	11,381
affin and paraffin wax.....lbs..	48,765,695	35,732,291	2,280,362	2,630,309
cils and pencil leads.....	.....	.....	9,148	91,224
tographic goods:				[illegible]
ameras.....	.....	.....	74,941	61,653
otion-picture films—				[illegible]
Not exposed.....lin. ft..	13,696,703	22,979,055	304,539	460,447
Exposed.....lin. ft..	15,855,240	2,270,271	412,917	61,838
ther sensitized goods.....	.....	.....	128,609	187,025
ll other.....	.....	.....	5,192	12,141
ed ware:				
lver plated.....	.....	.....	76	1,073
ll other.....	.....	.....	4,167	14,002
es, electrotype and stereotype.....	.....	.....	430	143
mbago or graphite:				
nmanufactured.....lbs..	21,908	400,168	1,400	36,475
anufactures of.....	.....	.....	110,017	42,576
fing felt and similar materials.....	.....	.....	564,244	1,729,290
lls.....	.....	.....	18,230	21,974
e findings.....	.....	.....	11,235	53,611
, manufactures of.....	.....	.....	15,782	5,846
, artificial: Hosiery.....doz. pairs..	.....	15,675	.....	76,530
ps:				
oilet or fancy.....	.....	.....	7,470	12,737
ll other.....lbs..	9,424	52,867	567	4,165
rits, wines, malt liquors, and other beverages:				
pirits, distilled—Alcohol (including pure, neutral, or cologne spirits).....pf. galls..	106,812	275,195	49,984	246,347
ll other spirits, wines, and liquors.....	.....	.....	1,233	[illegible] 371
rch.....lbs..	2,121,800	1,742,332	99,625	149,818
ne (including marble): Manufactures of.....	.....	.....	99,899	14,381
ar and molasses:				
olasses.....galls..	193,423	20,200	36,179	5,100
irup.....galls..	110,375	110	18,745	114
ugar, refined.....lbs..	58,686,230	10,585,518	3,606,698	701,216
gical appliances (not including instruments).....	.....	.....	66,993	1,706,560

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918		1918
EUROPE—Continued.				
ITALY—continued.				
Tin in pigs, bars, etc.....lbs..		38,180		$23,672
Tobacco:				
Unmanufactured.....lbs..	45,587,226	38,540,529	$5,170,697	4,987,156
Manufactures of.....			6,349	72,607
Typewriter ribbons.....			17,401	31,339
Vegetables:				
Beans and dried peas.....bush..		33,234		198,096
Canned.....			1,394	142,402
Vulcanized fiber, and manufactures of.....			78,726	68,878
Wax, and manufactures of.....			40,576	31,863
Wood:				
Unmanufactured.....			5,250	
Timber, sawed, pitch pine.....M ft..	17,684	983	366,677	27,550
Lumber—				
Boards, planks, and scantling—				
Fir.....M ft..	118	3,495	3,196	276,300
Gum.....M ft..	11	598	450	32,764
Pine—Yellow—				
Pitch.....M ft..	9,030	1,293	180,442	59,015
All other.....M ft..	47	429	1,892	30,347
Spruce.....M ft..	2,069	9,638	193,898	1,027,052
Shooks, box.....			66,775	
Staves.....No..	567,999	59,458	41,675	9,978
All other lumber.....			24,497	18,171
Wood pulp.....tons..	257	3,066	22,778	373,557
All other manufactures of.....			21,765	39,103
Wool, manufactures of:				
Blankets.....				1,806,702
Wearing apparel.....			417,233	39,006
All other.....			20,124	135,847
Zinc:				
Spelter, cast in pigs, plates, slabs, etc.—				
Produced from domestic ore.....lbs..	27,866,378	13,938,017	4,159,955	1,446,814
Produced from foreign ore.....lbs..	15,115,743	10,156,781	1,772,636	997,492
Rolled in sheets, strips, boiler plates, etc.....lbs..	950,776	1,206,983	165,193	280,899
All other manufactures of.....			11,268	11,789
All other articles.....			920,972	198,649
Total domestic exports.....			359,351,279	473,196,976
Total foreign exports.....			1,257,077	4,701,798
Total exports.....			360,608,356	477,898,774
MALTA, GOZO, AND CYPRUS ISLANDS.				
Breadstuffs: Wheat.....bush..	190,423		304,677	
Fruits: Prepared or preserved—Canned.....			3,343	
Iron and steel: Machinery, machines, and parts of—				
Oil-well machinery.....			3,024	
Mining machinery, all other.....			1,812	
Leather:				
Upper—				
Calf and kip.....sq. ft..	4,181		1,505	
Goat and kid.....sq. ft..		2,154		1,900
All other upper.....			859	7,574
Manufactures of—Boots and shoes—Men's...pairs..	263		935	
Meat and dairy products:				
Meat products—				
Beef products—Beef, canned.....lbs..	9,200		1,875	
Hog products—Lard.....lbs..	84,000		16,386	
All other meat products—Canned.....			1,430	
Dairy products—Milk, condensed.....lbs..	12,140	100,500	1,166	9,750
Oils: Mineral, refined or manufactured—Illuminating.....galls..	560,000	1,149,529	46,200	80,466
Sugar, refined.....lbs..	1,310,300	224,000	77,560	14,112
Tobacco, unmanufactured—Leaf.....lbs..	88,586	106,929	17,796	33,126
Vegetables, canned.....			215	
All other articles.....			5,954	857
Total domestic exports.....			484,737	147,785
Total foreign exports.....			4,300	
Total exports.....			489,037	147,785

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
NETHERLANDS.				
asives:				
heels, emery and other			89,261	33,207
ll other			9,323	5,008
icultural implements, and parts of:				
owers and reapers			87,931	
ll other, and parts of			47,498	
minum, and manufactures of			32,401	
bitt metal lbs.	48,829		16,510	
ss:				
ars, plates, sheets, etc lbs.	3,109,021	3,682,803	1,087,086	1,407,492
ll other manufactures of			314,178	23,910
adstuffs:				
arley bush.	2,840,163	204,942	2,924,706	287,000
ran and middlings tons.	24		9,800	
uckwheat bush.	246,806		330,347	
orn bush.	7,923,706	246,004	8,237,912	456,009
orn meal and flour bbls.	330	2,701	1,139	26,953
fill feed tons.	11,440		400,844	
atmeal lbs.	3,623,851		116,049	
ats bush.	4,550,437		2,699,830	
reparations of, for table food			220,199	
ye bush.	772,569		1,156,940	
ye flour bbls.	1,508	2,658	8,914	30,850
heat bush.	19,127,675	155,550	37,946,031	380,224
Wheat flour bbls.	591,182	69,253	4,087,784	690,141
All other			168,818	
onze, manufactures of			29,934	3,748
rs, automobiles, and other vehicles:				
Aeroplanes No.		6		76,226
Automobiles, and parts of—				
Commercial No.	36		55,305	
Passenger No.	485		612,495	
Parts of (not including engines and tires)			96,200	3,625
Bicycles, tricycles, etc			35,401	
Motorcycles No.	1,224		237,008	
All other			29,990	
hemicals, dyes, drugs, and medicines:				
Acids, all other			76,589	
Bark, extracts for tanning			268,197	
Copper, sulphate of lbs.	368,508	36,920	37,469	4,262
Dyes and dyestuffs			42,987	
Lime, acetate of lbs.	1,231,799	463,054	62,780	16,832
Medicines, patent or proprietary			6,857	
Petroleum jelly, etc			21,326	1,845
Soda, salts, and preparations of			202,812	
All other			464,878	1,939
offee, roasted or prepared lbs.	214,072		26,000	
opper:				
Unrefined, black, etc lbs.	224,415		60,600	
Refined in ingots, bars, etc lbs.	1,659,364	144,227	511,503	46,634
Pipes and tubes lbs.		19,601		11,404
Plates and sheets lbs.	500,057	52,862	183,134	21,341
Wire lbs.	2,357,190	454,358	711,517	161,359
All other manufactures of			281,940	3,212
otton:				
Unmanufactured—				
Upland and other (including linters) lbs.	31,080,490	5,049,224	4,956,284	1,322,592
Manufactures of—				
Cloths—				
Unbleached yds.	126,354		44,190	
Bleached yds.	19,257		5,377	
Colored, all other yds.	152,781		30,335	
Mill waste lbs.	505,356	240,310	10,443	15,000
Wearing apparel—				
Corsets			37,402	
Knit goods			294,813	
All other			179,034	
Yarn			50,294	
All other manufactures of			115,066	3,071
Electrical machinery, appliances, and instruments:				
Dynamos or generators			2,197	
Insulated wire and cables			124,319	
Motors			18,299	276
Telephones			2,416	76,557
All other			88,879	92,902

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
NETHERLANDS—continued.				
Explosives:				
Dynamite.....lbs..	436,000	.....	$182,210	.....
Gunpowder.....lbs..	291,400	605,000	220,000	$500,589
All other.....	.....	.....	70,557	69,615
Feathers.....	.....	.....	3,710	.....
Fertilizers:				
Land pebble.....tons..	28,686	.....	130,779	.....
All other.....tons..	34,812	.....	373,837	.....
Fibers, vegetable, manufactures of:				
Bags.....	.....	.....	12,408	.....
Twine—				
Binder.....lbs..	324,100	.....	31,254	.....
All other.....	.....	.....	29,794	.....
All other manufactures of.....	.....	.....	19,243	.....
Fish:				
Salmon, all other.....	.....	.....	4,614	.....
All other fish and fish products.....	.....	.....	2,709	.....
Flavoring extracts and fruit juices.....	.....	.....	226	.....
Fruits and nuts:				
Fruits—				
Apples, dried.....lbs..	187,286	.....	13,109	.....
Apricots, dried.....lbs..	345,031	.....	47,576	.....
Peaches, dried.....lbs..	141,850	.....	9,639	.....
Prunes.....lbs..	330,580	.....	23,577	.....
All other green, ripe, or dried.....	.....	.....	20,996	.....
Prepared or preserved.....	.....	.....	8,544	.....
Nuts.....	.....	.....	43,338	.....
Furs and fur skins:				
Raw or unmanufactured, all other.....	.....	.....	41,905	.....
Dressed, and manufactures of.....	.....	.....	6,521	.....
Glue.....lbs..	177,058	.....	24,540	.....
Grease:				
Lubricating.....	.....	.....	10,740	500
Soap stock and other.....	.....	.....	2,108	.....
Hides and skins (except fur skins), raw or uncured:				
Cattle.....lbs..	713,167	.....	198,967	.....
All other.....lbs..	175,128	.....	68,299	.....
Honey.....	.....	.....	2,000	.....
Household and personal effects.....	.....	.....	12,307	3,360
India rubber, manufactures of:				
Tires—				
For automobiles.....	.....	.....	26,326	215
All other.....	.....	.....	3,359	.....
All other manufactures of.....	.....	.....	45,445	580
Iron and steel:				
Pig iron.....tons..	23,953	35	468,820	1,957
Bars or rods of steel.....lbs..	839,860	1,113,511	45,979	42,712
Billets, ingots, and blooms of steel.....tons..	359	55	27,507	7,364
Castings, n. e. s.....	.....	.....	.....	2,618
Hardware—				
Builders—Locks, hinges, and other.....	.....	.....	18,750	.....
Cutlery.....	.....	.....	20,332	.....
Machinery, machines, and parts of—				
Adding machines.....No..	80	.....	15,938	.....
Cash registers.....No..	557	.....	64,442	.....
Engines and parts of—				
Internal combustion, gasoline—				
Marine.....No..	333	.....	57,457	.....
All other.....No..	49	.....	15,733	.....
All other engines, and parts of.....	.....	.....	118,868	734
Laundry machinery.....	.....	.....	15,823	.....
Metal-working machinery.....	.....	.....	436,128	23,580
Milling machinery (mill and grist).....	.....	.....	1,057	.....
Printing presses.....	.....	.....	16,011	.....
Pumps, and pumping machinery.....	.....	.....	50,981	.....
Sewing machines.....	.....	.....	9,160	.....
Typesetting machines, linotype and others.....	.....	.....	32,223	.....
Typewriting machines.....	.....	.....	111,538	545
Wood-working machinery.....	.....	.....	8,720	.....
All other machinery and parts of.....	.....	.....	166,702	.....
Pipes and fittings, wrought.....lbs..	116,625	.....	3,685	.....
Scales and balances.....	.....	.....	17,836	.....
Ship and tank plates, etc.....lbs..	.....	195,630	.....	29,530
Steel and iron sheets and plates.....lbs..	672,574	232,009	22,213	11,231
Stoves and ranges, and parts of.....	.....	.....	3,272	.....

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
NETHERLANDS—continued.				
Iron and steel—Continued.				
Tin plates, terneplates, and taggers tin.....lbs..	41,520		$2,250	
Tools—				
Saws.....			28,179	
All other.....			66,423	$4,000
Wire, and manufactures of—				
Wire.....lbs..	79,904		3,929	
All other.....			12,128	3,705
All other manufactures of iron and steel.....			160,140	29,006
Lamps, chandeliers, and all devices for illuminating purposes, except electric.....			47,628	175
Lead:				
Pigs, bars, etc.....lbs..	2,720,367	224,120	185,261	20,792
All other.....			200,916	35,503
Leather:				
Belting leather.....			2,848	
Carriage and automobile.....			1,607	
Patent leather.....			61,484	
Sole leather.....lbs..	131,216		73,260	
Upper leather—				
Calf.....sq. ft..	9,469		4,982	
Kid.....sq. ft..	4,607,871		1,274,026	
All other.....			93,213	
All other.....			95,234	
Manufactures of—				
Boots and shoes—				
Children's.....pairs..	52,325		52,168	
Men's.....pairs..	927		3,358	
Women's.....pairs..	124,242		222,435	
Harness and saddles.....			661	
All other manufactures.....			31,855	
Leather, imitation.....			34,406	
Malt.....bush..	639,842		861,031	
Meat and dairy products:				
Beef products—				
Beef, pickled, or other cured.....lbs..	4,986,920		453,215	
Oleo oil.....lbs..	8,081,795		1,201,373	
Oleomargarine, imitation butter.....lbs..	971,876		173,182	
Hog products—				
Bacon.....lbs..	10,625,101		1,501,376	
Hams and shoulders, cured.....lbs..	547		111	
Lard.....lbs..	20,446,110		2,838,460	
Neutral lard.....lbs..	2,657,914		432,566	
Lard compounds and substitutes for lard.....lbs..	295,320		36,235	
Sausage casings.....lbs..	2,696		1,291	
Stearin from animal fats.....lbs..	77,571		9,622	
All other meat products.....			6,933	1,000
Dairy products—Milk, condensed.....lbs..	12,850,724		1,258,169	
Naval stores:				
Rosin.....bbls..	720		4,988	
Turpentine, spirits of.....galls..	66,892		35,078	
All other.....			89	
Nickel:				
Nickel, nickel oxide, and matte.....lbs..	506,588		220,777	
Manufactures of.....			126,990	
Oil cake and oil-cake meal:				
Corn.....lbs..	7,175,900		125,410	
Cottonseed—				
Cake.....lbs..	3,358,657		67,478	
Meal.....lbs..	19,873,223		374,323	
Linseed or flaxseed.....lbs..	292,984,477	448,656	5,596,874	11,152
All other.....lbs..	1,638,671		33,500	
Oilcloth and linoleum.....			60,164	
Oils:				
Animal.....galls..	12,045		12,145	
Mineral, refined or manufactured—				
Gas oil and fuel oil.....galls..	8,342,428		298,004	
Illuminating oil.....galls..	45,671,563	664,771	2,219,135	91,562
Lubricating and heavy paraffin oil.....galls..	3,108,111	50,750	622,126	11,400
Naphthas, etc.—				
Gasoline.....galls..	1,259,932		267,487	
All other.....galls..	917,734		181,421	
Vegetable—				
Fixed or expressed—Cottonseed.....lbs..	28,034,879		3,421,229	
All other.....			13,395	

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
NETHERLANDS—continued.				
Paints, pigments, colors, and varnishes:				
Varnish.....galls..	6,945		$14,041	
White lead.....lbs..	198,440		16,594	
All other.....			45,417	
Paper:				
Books, maps, music, engravings, etchings, photographs, and other printed matter.....			5,645	
Boxes and cartons.....			3,681	
Printing paper.....lbs..	8,000		680	
Wrapping paper.....lbs..	285,491		22,542	
Writing paper and envelopes.....			10,825	
All other.....			36,500	$600
Paraffin and paraffin wax.....lbs..	888,594		57,104	131
Perfumeries, cosmetics, and all toilet preparations.....			11,342	
Roofing felt and similar materials.....			38,250	
Seeds:				
Grass seeds.....lbs..	175,478		25,540	
All other.....			15,789	
Silk, manufactures of.....			9,588	19
Soap.....			13,791	
Spirits, wines, malt liquors, and other beverages:				
Spirits distilled—Rum.....pf. galls..	4,178		5,631	
All other.....			1,688	
Starch.....lbs..	1,762,200		49,533	
Stone (including marble).....			4,416	42
Sugar and molasses:				
Sirup.....galls..	77,723		15,247	
Sugar, refined.....lbs..	8,812,648		535,468	
Tobacco:				
Unmanufactured—				
Leaf.....lbs..	54,443,761	1,359,367	5,892,821	178,239
Stems, etc.....lbs..	679,756		17,977	
Manufactures of—				
Plug.....lbs..	39,230		8,660	
Smoking.....lbs..	61,692		28,287	
All other.....			71,421	10
Typewriter ribbons.....			7,084	
Vegetables:				
Beans and dried peas.....bush..	246,920		1,178,657	
Canned.....			5,089	
Wood:				
Logs and other round timber—				
Timber—				
Hewn.....M ft..	85		2,327	
Sawed—Pitch pine.....M ft..	1,876		44,965	
Lumber—Boards, planks, and scantlings—				
Oak.....M ft..	32		1,484	
Pine, yellow—Pitch.....M ft..	66		2,496	
Shooks, box.....			11,073	
Staves.....No..	1,863,321		81,241	
Furniture.....			14,054	70
Hogheads and barrels, empty.....			17,974	
All other manufactures of.....			29,654	125
Wool, manufactures of:				
Wearing apparel.....			6,042	
All other.....			78,918	
Yeast.....			177,529	
Zinc: Spelter, cast in pigs, slabs, etc.—Produced from foreign ore.....lbs..		224,008		22,400
All other articles.....			109,088	2,506
Total domestic exports.....			107,206,307	6,282,171
Total foreign exports.....			1,875,861	99,793
Total exports.....			109,082,168	6,381,964
NORWAY.				
Abrasives:				
Wheels, emery and other.....			12,003	1,369
All other.....			66,601	14,015
Agricultural implements, and parts of:				
Hay rakes and tedders.....			72,703	
Mowers and reapers.....			1,742,716	10,157
Planters and seeders.....			6,464	
Plows and cultivators.....			128,250	8,205
All other, and parts of.....			266,016	7,123

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
NORWAY—continued.				
Aluminum, and manufactures of			$45,576	$24,680
Asbestos, manufactures of			13,115	11,106
Athletic and sporting goods			12,901	480
Babbitt metal lbs.	8,102		2,293	
Blacking (including shoe paste, and polish, and other)			11,705	682
Brass:				
Bars, plates, sheets, etc lbs.	845,069	18,052	283,222	5,491
All other manufactures of			272,842	59,899
Breadstuffs:				
Barley bush.	1,217,792	444,446	1,366,275	631,327
Bread and biscuit lbs.	58,060	65,292	3,605	4,802
Corn meal and flour bbls.	5,137	156,342	23,735	1,685,369
Mill feed tons.	4		125	
Oatmeal lbs.	18,265,844	5,458,493	700,986	284,966
Oats bush.	5,540		3,727	
Preparations of, for table food			62,811	104,755
Rice lbs.	921,936	211,990	44,004	9,903
Rye bush.	7,452,594	1,087,206	12,444,294	2,165,598
Rye flour bbls.	59,632	272,341	438,458	3,148,905
Wheat bush.	3,156,279	1,014,329	6,114,705	2,416,860
Wheat flour bbls.	715,077	214,810	5,626,941	2,416,475
All other			26,819	596,335
Bronze, manufactures of			13,849	6,238
Brushes			6,168	3,740
Cars, automobiles, and other vehicles:				
Aeroplanes, parts of			20,912	
Automobiles—				
Commercial No.	162	40	266,741	133,227
Passenger No.	922	97	944,002	115,810
Parts of (not including engines and tires)			109,542	18,855
Cars for railways and parts of—				
For steam railways			2,431	
For other railways No.		125	26,938	53,000
Bicycles, tricycles, etc			84,988	14,800
Motorcycles No.	758	86	162,126	21,414
All other, and parts of			20,224	30,177
Celluloid, and manufactures of			18,539	661
Chemicals, drugs, dyes, and medicines:				
Acids			57,636	19,329
Baking powder lbs.	18,750	10,775	7,481	4,638
Bark, extracts of, for tanning			28,277	17,810
Copper, sulphate of (blue vitriol) lbs.	237,343		27,550	
Dyes and dyestuffs			12,706	1,299
Formaldehyde				12,394
Glycerin lbs.		18,503		10,214
Lime, chloride of, or bleaching powder lbs.		730,954		47,660
Medicinal and pharmaceutical preparations			3,583	181
Petroleum jelly, etc			19,252	14,932
Roots, herbs, and barks, n. e. s.			10,124	896
Soda, salts, and preparations of			634,032	84,467
Sulphur or brimstone tons.	10,258		222,975	
All other			525,467	48,120
Clays tons.	292		5,897	
Clocks and parts of			90,208	10,701
Coal and coke:				
Coal—				
Anthracite tons.	101	5	606	75
Bituminous tons.	67,685		273,201	
Coke tons.	3,319	120	30,899	2,040
Coffee:				
Green or raw lbs.	29,043	123,726	4,044	14,234
Roasted or prepared lbs.	245	62,831	45	11,445
Confectionery			36,276	2,988
Copper:				
Refined copper in pigs, ingots, bars, rods, or other forms lbs.	1,090,160	367,419	322,634	110,303
Pipes and tubes lbs.		38,211		12,521
Plates and sheets lbs.	340,204	28,991	104,744	8,526
Wire lbs.	876,918	116,854	250,314	38,109
All other manufactures of			240,789	54,440
Cotton:				
Unmanufactured—Upland and other lbs.	7,486,757	289,503	1,385,251	65,379
Manufactures of—				
Cloths—Duck—				
Unbleached yds.	416,884	14,334	192,486	8,198
Bleached yds.	27,246		8,431	
Colored yds.	101,865		44,147	

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
NORWAY—continued.				
Cotton—Continued.				
Manufactures of—Continued.				
Other cloths—				
Unbleached....yds..	561,401	38,911	$48,875	$5,712
Bleached....yds..	399,887	136,383	73,081	22,597
Colored—				
Printed....yds..	427,311	59,794	54,178	8,341
Dyed in the piece....yds..	712,911	201,935	110,567	49,862
All other....yds..	2,677,305	228,939	376,664	33,966
Laces and embroideries			4,812	1,400
Wearing apparel—				
Corsets			9,966	5,729
Knit goods			395,420	33,256
All other			203,359	14,848
Yarn....lbs..		60,029	3,143	24,591
All other			295,375	348,872
Dental goods			39,386	16,475
Earthen, stone, and china ware:				
Bricks—Fire....M..	105		7,800	
Sanitary earthenware			7,398	563
All other			4,865	1,216
Egg yolks, etc.			1,884	9,313
Electrical machinery, appliances, and instruments:				
Batteries			28,925	18,623
Carbons				100,627
Dynamos or generators			168,812	29,890
Heating and cooking apparatus				10,680
Insulated wire and cables			463,314	157,313
Interior wiring supplies, etc., including fixtures			11,646	7,535
Magnetos, spark plugs, etc				12,162
Motors			73,605	78,126
Switches and accessories				92,942
Telegraph instruments, including wireless apparatus			5,106	
Telephones			88,307	
Transformers			46,619	101,400
All other			827,220	314,928
Explosives:				
Cartridges, loaded			12,877	19,982
Fuses				35,407
Gunpowder....lbs..	14,992		4,900	
All other			92,527	2,883
Ferrotungsten and tungsten metal....lbs..	22,901		89,924	
Fertilizers:				
Phosphate rock, ground or unground, not acidulated—High-grade hard rock....tons..	3,104	8,356	31,040	61,210
All other fertilizers....tons..	31,655	3,975	419,860	23,853
Fibers, vegetable, manufactures of:				
Cordage....lbs..	1,489,254	74,433	261,737	15,654
Twine—				
Binder....lbs..	6,626,756		825,042	
All other			82,657	1,356
All other manufactures of			70,270	4,159
Fire extinguishers			9,432	2,980
Fish:				
Pickled....bbls..	831		8,310	
Salmon—				
Canned....lbs..	54,440		6,164	
All other			134,676	
All other fish and fish products			3,207	198
Fruits and nuts:				
Fruits—				
Apples, dried....lbs..	233,651	75,800	17,727	8,052
Apples, green or ripe....bbls..	20,410		104,642	
Apricots, dried....lbs..	621,454	28,220	82,609	5,558
Peaches, dried....lbs..	71,257	28,230	5,004	2,535
Prunes....lbs..	2,486,819	394,921	171,251	40,578
Raisins, and other dried grapes....lbs..	1,179,836	200	111,416	24
All other, green, ripe, or dried			7,883	169
Prepared or preserved—				
Canned			22,159	547
All other			245	348
Nuts			100	93
Furniture of metal			21,687	2,419

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
NORWAY—continued.				
Furs and fur skins:				
Raw or unmanufactured			$25,629	$19,549
Dressed, and manufactures of			36,111	3,850
Glass and glassware			8,524	14,699
Glucose and grape sugar:				
Glucose (corn sirup) lbs.	1,493,007		43,466	
Grape sugar (corn sugar) lbs.	158,220		4,347	
Glue lbs.	70,136		11,898	
Grease:				
Lubricating			28,646	10,569
Soap stock and other			2,258	
Hides and skins (except fur skins), raw or uncured:				
Calf lbs.	39,900		7,987	
Cattle lbs.	5,773		1,646	
All other lbs.		33,108		12,020
Household and personal effects			18,443	19,650
India rubber, and manufactures of:				
Belting, hose, and packing			23,843	387
Boots and shoes—Shoes pairs.	5,564	12	2,824	21
Tires—				
For automobiles			11,937	525
All other tires			51	125
All other manufactures of			23,994	13,196
Instruments and apparatus for scientific purposes			5,856	5,608
Iron and steel:				
Pig iron tons.	21,884	2,218	507,239	96,411
Bar iron lbs.	3,571,399	196,625	96,797	9,887
Bars or rods of steel—				
Wire rods lbs.	6,947,866	365,300	222,532	11,655
All other lbs.	8,692,242	4,526,756	302,162	192,454
Billets, ingots, and blooms of steel tons.		146		20,224
Bolts, nuts, rivets, and washers lbs.	243,186	695,026	20,226	36,754
Car wheels and axles				116,620
Castings, n. e. s.			26,474	14,664
Chains				8,556
Cutlery—				
Razors			6,760	7,588
Table			6,552	490
All other			10,651	347
Enamel ware—				
Bathtubs No.	345	2	4,918	57
Lavatories and sinks			5,215	7,682
All other			15,004	2,460
Firearms			41,235	16,401
Hardware, builders'—				
Locks			27,012	7,204
Hinges, and other			162,514	14,019
Other hardware				1,531
Hoop, band, and scroll lbs.	7,455,534	2,312,040	311,602	110,433
Machinery, machines, and parts of, n. e. s.—				
Adding and calculating machines No.	409	137	46,338	39,594
Air-compressing machinery			19,096	17,938
Cash registers No.	924	44	140,590	6,294
Elevators and elevator machinery			28,296	92,378
Engines, and parts of—				
Electric locomotives No.		1		9,000
Internal-combustion engines—				
Gas, stationary No.	89	26	8,818	6,292
Gasoline—				
Automobile No.	21		6,177	
Marine No.	1,069	317	190,914	58,128
Stationary No.	198	149	34,418	23,961
Traction and caterpillar No.	39	1	58,648	1,093
Kerosene engines No.		20		5,817
Steam engines—				
Locomotives No.	1	22	8,500	408,214
Marine No.		18		7,307
All other engines No.	181	1	142,380	1,400
Parts of			118,350	147,052
Laundry machinery—				
Power machines			5,015	3,645
All other			1,782	41
Lawn mowers			1,725	4,174
Metal-working machinery			356,514	121,018
Milling machinery, power and grist			1,669	

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
NORWAY—continued.				
Iron and steel—Continued.				
Machinery, etc.—Continued.				
Mining machinery			$237,945	$37,684
Paper and pulp mill machinery			152,293	18,479
Printing presses			13,588	872
Pumps and pumping machinery			48,905	27,774
Sewing machines			24,739	7,830
Shoe machinery			30,575	23
Textile machinery			6,500	.....
Typesetting machines, linotype and other			43,427	.....
Typewriting machines			371,438	24,339
Woodworking machinery			21,702	1,118
All other machinery, and parts of			554,533	332,718
Nails and wood screws—				
Wire nails.....lbs.	146,748	182,800	6,443	7,872
Wood screws			.....	5,266
All other (including tacks).....lbs.	226,105	14,145	14,268	1,109
Pipes and fittings—				
Cast.....lbs.	1,499,563	447,606	102,248	15,507
Wrought.....lbs.	9,000,901	3,606,216	411,063	185,927
Radiators and cast-iron house-heating boilers..lbs.	1,189,724	444,400	55,876	17,901
Rails for railways, of steel.....tons.	317	395	23,078	22,936
Railway track material, such as switches, frogs, fish plates, etc. (except rails and spikes)			12,291	9,778
Safes.....No.	64	120	8,053	4,359
Scales and balances			45,200	8,975
Sheets and plates—				
Galvanized.....lbs.	6,798,063	1,372,649	324,636	80,966
Iron sheets and plates.....lbs.	1,363,214	1,261,609	51,484	54,807
Steel—				
Plates.....lbs.	6,151,402	1,267,656	245,253	77,651
Sheets.....lbs.	4,159,781	1,145,893	198,948	88,812
Ship and tank plates.....lbs.	.....	414,794	.....	36,746
Stoves and ranges, and parts of			12,153	2,471
Structural iron and steel.....tons.	5,033	2,015	461,146	235,523
Tin plates, terneplates, and taggers tin.....lbs.	1,339,961	.....	83,168	.....
Tools, n. e. s.—				
Axes.....No.	45,666	5,636	24,632	3,316
Augers, bits, and drills			.....	13,199
Files and rasps			.....	20,595
Hammers and hatchets			14,218	3,675
Saws			75,473	9,578
All other			339,388	37,309
Wire, and manufactures of—				
Wire.....lbs.	18,589,217	7,922,063	820,221	376,326
Manufactures of—				
Wire ropes and cables			.....	15,190
Woven-wire fencing			37,544	1,330
All other			169,504	12,920
All other manufactures of iron and steel			484,722	278,192
Lamps, chandeliers, and all other devices for illuminating purposes (except electric)			43,616	7,574
Lead:				
Pigs, bars, etc.—				
Produced from domestic ore.....lbs.	2,081,920	706,829	169,138	79,794
Produced from foreign ore.....lbs.	.....	1,131,105	.....	102,511
All other			149,362	102,696
Leather:				
Belting			43,668	.....
Patent			20,123	.....
Sole.....lbs.	981,909	.....	423,432	.....
Upper—				
Calf.....sq. ft.	90,208	113,814	33,358	38,780
Kid.....sq. ft.	1,065,391	44,286	309,847	14,346
All other upper			217,390	25,639
All other			148,912	268
Manufactures of—				
Boots and shoes—				
Children's.....pairs.	9,815	42	9,148	154
Men's.....pairs.	96,716	35	276,299	163
Women's.....pairs.	86,660	34	230,317	235
Harness and saddles			15,087	383
All other			191,582	765
Leather, imitation			7,854	7,198
Malt.....bush.	218,023	24,342	295,376	41,366

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
NORWAY—continued.				
and dairy products:				
at products—				
eef products—				
Beef, canned.....lbs..	161	4,060	$26	$880
Beef, pickled, and other cured.....lbs..	2,604,065	.....	326,267	.....
Oleo oil.....lbs..	15,907,144	774,004	2,745,117	175,106
Oleomargarine.....lbs..	349,581	.....	59,340	.....
Tallow.....lbs..	93,367	.....	11,133	.....
log products—				
Bacon.....lbs..	8,296,500	25,243	1,460,095	5,870
Hams and shoulders, cured.....lbs..	1,359,854	73	254,010	26
Lard.....lbs..	1,888,539	95,977	327,776	19,125
Neutral lard.....lbs..	3,234,094	322,932	594,283	86,171
Pork, canned.....lbs..	95,000	.....	12,792	.....
Pork, pickled.....lbs..	324,556	200	49,485	50
ard compounds and other substitutes for lard .....lbs..	1,360,285	.....	244,069	.....
ausage casings.....lbs..	139,027	.....	27,367	.....
tearin from animal fat.....lbs..	120,280	.....	18,926	.....
ll other meat products, canned.....	.....	.....	11	5,003
ll other.....	.....	.....	9,761	145
iry products—				
Butter.....lbs..	21,000	4,752	5,000	2,744
heese.....lbs..	45,821	986	9,513	328
ll other.....	.....	.....	12	29
r boats.....No..	4	1	7,950	3,000
ical instruments, and parts of:				
anos—				
Player-pianos.....No..	6	2	3,280	805
All other.....No..	77	35	19,808	15,529
l other, and parts of.....	.....	.....	10,164	5,866
al stores:				
sin.....bbls..	67,316	.....	382,801	.....
r, turpentine, and pitch.....bbls..	.....	964	.....	4,082
rpentine, spirits of.....galls..	29,644	.....	16,763	.....
el:				
ckel, nickel oxide, and matte.....lbs..	33,614	.....	13,200	.....
anufactures of.....	.....	.....	38,094	.....
ake and oil-cake meal:				
ttonseed—				
Cake.....lbs..	765,726	.....	11,486	.....
Meal.....lbs..	71,049,237	.....	1,582,206	.....
nseed or flaxseed.....lbs..	8,834,584	4,375,840	177,538	131,565
loth and linoleum.....	.....	.....	18,677	9,007
:				
nimal—				
Lard.....galls..	8,176	.....	7,608	.....
All other.....galls..	11,682	.....	9,836	.....
ineral—Refined or manufactured—				
Gas and fuel oil.....galls..	882,804	691,326	39,835	36,556
Illuminating oil.....galls..	31,254,668	6,326,298	1,702,638	462,616
Lubricating and heavy paraffin oil.....galls..	2,507,723	369,940	569,226	94,867
Naphthas and light process of distillation—				
Gasoline.....galls..	1,553,716	293,685	350,376	65,375
All other.....galls..	650,488	944,857	128,657	208,972
egetable—Fixed or expressed—				
Cottonseed.....lbs..	33,591,436	572,765	4,074,134	97,062
Linseed or flaxseed.....galls..	304,438	25,832	303,140	29,357
All other.....	.....	.....	101,658	27,364
l other oils.....	.....	.....	3,522	1,564
nts, pigments, colors, and varnishes:				
ry colors—				
Lampblack.....	.....	.....	.....	2,813
All other.....	.....	.....	6,693	.....
arnish.....galls..	15,283	3,932	19,899	5,042
White lead.....lbs..	146,464	107,388	12,835	9,288
ll other (including crayons).....	.....	.....	36,718	13,984
per:				
ooks, music, maps, engravings, etchings, photographs, and other printed matter.....	.....	.....	11,860	8,181
arbon paper.....	.....	.....	10,178	425
aper board (strawboard, etc.).....	.....	.....	13,558	.....
rinting paper.....lbs..	35,932	.....	5,576	.....
Writing paper and envelopes.....	.....	.....	8,006	2,281
ll other.....	.....	.....	42,733	3,214

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
NORWAY—continued.				
Paraffin and paraffin wax.....lbs..	773,671	222,245	$48,676	$16,156
Perfumeries, cosmetics, and all toilet preparations....	.....	.....	10,801	1,697
Phonographs, graphophones, gramophones, and records, and materials for:				
Phonographs, graphophones, and gramophones, ...No..	147	165	12,501	15,612
Records and materials for.....	.....	.....	6,585	5,806
Photographic goods:				
Cameras.....	.....	.....	22,513	11,138
Motion-picture films—				
Exposed.....lin. ft..	311,281	3,096,203	14,998	220,886
Not exposed.....lin. ft..	.....	19,000	.....	950
Other sensitized goods.....	.....	.....	33,027	26,264
Other apparatus.....	.....	.....	5,706	600
All other.....	.....	.....	4,184	6,894
Plated ware (except cutlery and jewelry).....	.....	.....	12,701	3,540
Plumbago or graphite, manufactures of.....	.....	.....	131,233	4,842
Quicksilver.....lbs..	4,140	5,225	5,870	9,123
Roofing felt and similar materials.....	.....	.....	85,518	50,733
Seeds:				
Grass—				
Timothy.....lbs..	.....	175,500	.....	19,400
All other.....	.....	.....	511	237,035
Shoe findings.....	.....	.....	31,781	9,083
Silk, manufactures of.....	.....	.....	52,018	868
Soap:				
Toilet or fancy.....	.....	.....	26,541	1,675
All other.....lbs..	1,261,450	96,888	85,502	7,883
Spices.....	.....	.....	16	3,999
Spirits, wines, malt liquors, and other beverages:				
Spirits, distilled—Alcohol (including pure, neutral, or cologne spirits).....pf. galls..	33,714	128	19,121	872
All other.....	.....	.....	1,325	732
Starch.....lbs..	1,033,757	142,240	36,620	8,361
Stone (including marble).....	.....	.....	21,878	3,005
Sugar and molasses:				
Molasses.....galls..	20	3,200	7	2,528
Sirup.....galls..	1,836,577	318,773	627,875	213,385
Sugar, refined.....lbs..	109,260,134	13,246,638	7,239,551	1,020,914
Surgical appliances (not including instruments).....	.....	.....	45,298	7,933
Suspenders and garters.....	.....	.....	.....	21,076
Tobacco:				
Unmanufactured—				
Leaf.....lbs..	4,912,438	881,436	716,410	156,827
Stems and trimmings.....lbs..	110,797	.....	5,464	.....
Manufactures of—				
Plug.....lbs..	22,543	4,770	8,052	1,410
All other.....	.....	.....	14,195	3,321
Typewriter ribbons.....	.....	.....	5,670	1,405
Vegetables:				
Beans and dried peas.....bush..	66,787	24,390	298,241	147,183
Vegetables, canned.....	.....	.....	11,791	7,869
All other.....	.....	.....	1,038	2,505
Vulcanized fiber, and manufactures of.....	.....	.....	7,401	4,405
Wax, manufactures of.....	.....	.....	2,001	1,037
Wood:				
Logs, and other round timber.....M ft..	4	.....	489	.....
Timber, hewn and sawed.....M ft..	126	.....	2,404	.....
Lumber—				
Boards, planks, and scantlins—				
Gum.....M ft..	131	12	4,705	483
Oak.....M ft..	1,264	242	58,783	14,030
Poplar.....M ft..	70	.....	2,810	.....
All other.....M ft..	571	.....	70,199	1,707
Heading.....	.....	.....	5,069	.....
All other lumber.....	.....	.....	2,534	.....
Furniture.....	.....	.....	15,482	2,161
All other manufactures of.....	.....	.....	98,842	7,117
Wool, manufactures of:				
Cloths and dress goods.....yds..	.....	76,285	.....	85,723
Wearing apparel.....	.....	.....	24,257	8,558
All other.....	.....	.....	631,742	8,683

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
NORWAY—continued.				
ic:				
Spelter, cast in pigs, plates, slabs, etc.—				
Produced from domestic ore.....lbs..	8,681,547	195,880	$1,364,164	$18,029
Produced from foreign ore.....lbs..	783,400	314,000	76,062	22,647
Zinc, rolled in sheets, strips, etc.....lbs..	3,593	56,004	1,200	6,861
All other manufactures of.....			7,820	415
All other articles.....			77,628	43,793
Total domestic exports.....			81,337,804	24,576,663
Total foreign exports.....			663,832	639,579
Total exports.....			$2,001,636	25,216,242
PORTUGAL.				
Abrasives.....			3,550	2,834
Agricultural implements, and parts of:				
Mowers and reapers.....			108,838	138
All other.....			12,732	24,385
Aluminum, and manufactures of.....			16,950	1,807
Blacking (including shoe paste, etc.).....			4,167	1,534
Brass:				
Bars, plates, sheets, etc.....lbs..	65,016	69,809	25,481	30,013
All other manufactures of.....			72,434	44,697
Breadstuffs:				
Bread and biscuit.....lbs..	3,429	16,163	329	1,779
Corn meal and flour.....bbls..		10,099		101,726
Preparations of, for table food.....			19,350	25,600
Oat meal and rolled oats.....lbs..	756	404,074	51	20,364
Rice.....lbs..	110,200	10,100	3,860	938
Rye flour.....bbls..		12,736		142,402
Wheat.....bush..	600,980	27,505	1,576,600	71,500
Wheat flour.....bbls..	4,585	89,540	44,328	997,037
All other.....			2,581	13,610
Bronze.....			824	9,516
Buttons, and parts of.....			5,184	40,370
Cars, automobiles, and other vehicles:				
Automobiles—				
Commercial.....No..	21	12	45,087	36,914
Passenger.....No..	283	223	271,421	270,967
Parts of (not including engines and tires).....			66,929	20,274
Bicycles, tricycles, etc.....			9,203	12,928
Motorcycles.....No..	241	222	57,981	56,045
All other, and parts of.....			18,907	7,508
Celluloid, and manufactures of.....			5,311	106
Cement, hydraulic.....bbls..	2,010		3,240	
Chemicals, drugs, dyes, and medicines:				
Acids.....			103,903	26,656
Bark, extract of, for tanning.....			6,333	13,673
Coal-tar distillates, n. e. s.....				8,584
Copper, sulphate of (blue vitriol).....lbs..	1,130,457	88,963	152,703	8,711
Dyes and dyestuffs.....			98,993	165,804
Glycerin.....lbs..		22,074		14,111
Lime, chloride of.....lbs..		357,116		16,625
Medicinal and pharmaceutical preparations.....			4,035	10,171
Soda, salts, and preparations of.....			66,842	28,044
Sulphur and brimstone.....tons..	847	5,305	31,570	382,191
All other.....			446,482	132,471
Clocks and watches, and parts of.....			10,202	4,126
Coal, bituminous.....tons..	54,730	39,530	184,130	239,375
Copper:				
Refined copper in pigs, ingots, bars, rods, or other forms.....lbs..	32,446	2,619	11,245	1,063
Plates and sheets.....lbs..	188,225	98,786	69,794	43,178
Wire.....lbs..	169,533	111,478	60,676	37,760
All other manufactures of.....			26,473	2,687
Cotton:				
Unmanufactured—Upland and other.....lbs..	14,598,673	30,895,380	3,020,026	9,085,895
Manufactures of—				
Cotton cloths—				
Unbleached.....yds..	95,719	60,245	26,244	29,478
Bleached.....yds..	52,359	45,574	7,743	10,140
Colored.....yds..	57,122	82,047	4,945	12,780
Waste cotton.....lbs..	51,695		7,305	
Wearing apparel—				
Knit goods.....			9,650	56,391
All other.....			2,736	42
All other.....			116,252	30,539

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
PORTUGAL—continued.				
Dental goods (other than teeth)			$1,531	$1,100
Electrical machinery, appliances, and instruments:				
Batteries			998	5,907
Dynamos or generators			2,174	466
Insulated wire and cables			9,644	7,404
Interior wiring supplies			1,748	12,461
Lamps—Incandescent.....No.	3,756	1,897	1,010	1,241
Meters and other measuring instruments			8,848	68
Telegraph instruments			4,125	.....
All other			61,366	17,180
Explosives:				
Cartridges, loaded			10,624	8,001
All other			75,027	24,141
Ferrotungsten and tungsten metal.....lbs.	6,159	.....	11,868	.....
Fibers, vegetable, manufactures of:				
Cordage.....lbs.	17,627	65,684	3,482	24,847
All other			3,658	415
Fish			931	8,589
Furniture of metal			406	1,686
Furs, raw, or unmanufactured			184	2,610
Glass and glassware			5,222	3,190
Glucose (corn sirup).....lbs.	401,764	10,998	12,877	538
Glue.....lbs.	955	11,847	253	2,053
Grease:				
Lubricating			11,949	3,691
Soap stock and other			9,416	.....
Hair, animal, manufactures of (not including brushes)			2,169	5,746
Household and personal effects			734	1,383
India rubber, manufactures of:				
Belting, hose, and packing			11,968	2,657
Tires—				
For automobiles			9,055	15,448
All other tires			1,492	6,311
All other			4,663	7,412
Instruments and apparatus for scientific purposes			2,898	3,833
Iron and steel:				
Bar iron.....lbs.	5,053,239	2,354,794	119,265	98,069
Bars or rods of steel—				
Wire rods.....lbs.	425,636	274,886	12,512	12,385
All other.....lbs.	4,285,956	1,676,852	111,923	96,291
Billets, ingots, and blooms of steel.....tons.	75	.....	8,696	.....
Bolts, nuts, rivets, and washers.....lbs.	2,498	95,856	192	8,793
Chains			.....	7,319
Cutlery—				
Razors			3,807	11,542
All other			5,288	7,529
Enamel ware			429	2,062
Firearms			93,311	3,391
Hardware—Builders'—				
Locks			3,939	10,542
Hinges, and other			16,226	5,137
Other hardware			.....	4,150
Hoop, band, and scroll.....lbs.	5,647,000	11,120,059	188,598	699,499
Machinery, machines, and parts of, n. e. s.—				
Cash registers.....No.	313	2	43,363	278
Cream separators.....No.	7	17	309	673
Elevators and elevator machinery			1,200	84
Engines, and parts of—				
Gas—Stationary.....No.	8	11	587	748
Internal-combustion engines—				
Gasoline—				
Marine.....No.	8	25	817	15,032
Stationary.....No.	5	8	1,077	400
Traction and caterpillar.....No.	1	20	495	31,239
Steam engines—Locomotives.....No.	5	.....	134,200	.....
All other engines.....No.	22	5	1,219	1,835
Parts of			61,068	2,433
Laundry machinery—Power machines			5,000	.....
Metal-working machinery (including metal-working machine tools)			75,987	67,718
Mining machinery—				
Oil-well machinery			14,183	.....
All other			26,618	21,421
Pumps and pumping machinery			5,521	4,347
Sewing machines			8,826	363

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
PORTUGAL—continued.				
Iron and steel—Continued.				
Machinery, etc.—Continued.				
Sugar-mill machinery			$4,228	$5,475
Textile machinery				5,475
Typewriting machines			93,515	75,669
Woodworking machinery—				
Sawmill machinery			5,428	852
All other			2,336	762
All other machinery, and parts of			105,683	49,381
Nails and wood screws—				
Wire nails...lbs.	154,648	120,000	6,105	6,148
Wood screws				12,917
All other...lbs.		105		16
Pipes and fittings, cast and wrought...lbs.	135,140	305,509	5,623	22,960
Railroad spikes...lbs.	132,842		5,563	
Rails for railways, of steel...tons.	576	2,242	22,520	105,797
Railway track material, such as switches, frogs, fishplates, etc. (except rails and spikes)			10,342	61,745
Sheets and plates—				
Galvanized...lbs.	553,264	451,201	29,116	33,231
Iron sheets and plates...lbs.	1,101,912	511,942	37,387	30,484
Steel—				
Plates...lbs.	719,906	520,089	24,966	37,404
Sheets...lbs.	936,747	2,448,783	32,505	197,505
Structural iron and steel...tons.	1,216	658	67,779	50,456
Tin plates, and manufactures of—				
Tin plates, terneplates, and taggers' tin...lbs.	4,532,328	21,773,559	311,308	3,467,362
All other			36,930	381
Tools, n. e. s.—				
Saws			4,216	22,996
All other			27,916	55,165
Wire, and manufactures of—				
Wire—				
Barbed...lbs.	189,512	10,000	8,436	502
All other...lbs.	21,572,823	10,959,695	934,245	621,408
Wire ropes and cables				15,464
All other manufactures of			71,587	17,514
All other manufactures of iron and steel			162,461	60,641
Lamps, chandeliers, and all other devices for illuminating purposes (except electric)			44,284	34,971
Lead			2,041	2,648
Leather:				
Belting			23,700	13,098
Carriage, automobile, and upholstery			3,349	2,714
Patent			166,826	37,122
Sole...lbs.	107		86	
Upper—				
Calf...sq. ft.	659,263	774,184	354,661	453,739
Kid...sq. ft.	221,731	35,763	91,963	18,034
Grain and split...sq. ft.		4,241		2,035
All other			19,575	99,060
All other leather, etc			32,108	3,023
Manufactures of—				
Boots, shoes, and slippers...pairs.	79	595	635	1,758
All other			7,144	2,924
Leather, imitation			3,952	6,083
Malt...bush.	10,372	7,180	16,169	12,022
Meat and dairy products:				
Meat products—Beef products—				
Beef, pickled, and other cured...lbs.	5,040	5,000	413	825
Tallow...lbs.	113,791		13,045	
All other...lbs.	1,824		432	
Hog products—				
Hams and shoulders, cured...lbs.	17,483	6,124	3,981	1,561
Neutral lard...lbs.	275,423		40,935	
All other...lbs.	7,928		1,519	2,786
Sausage casings...lbs.	200	42,000	23	9,792
Stearin from animal fats...lbs.	68,171		9,480	4,054
All other meat products			354	
Dairy products—				
Milk, condensed...lbs.	77,421	76,250	8,979	10,950
All other			185	150

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
PORTUGAL—continued.				
Musical instruments, and parts of:				
Pianos—				
Player-pianos.....No..	50	.....	$14,830	.....
All other.....No..	41	10	5,334	$1,330
Piano players.....No..	.....	11	.....	3,350
All other and parts of.....	.....	.....	2,820	851
Naval stores: Tar, turpentine, and pitch.....bbls...	1,621	2,320	10,024	16,133
Nickel:				
Nickel, nickel oxide, and matte.....lbs..	66,520	14,844	35,760	7,800
Manufactures of.....	.....	.....	76,172	.....
Notions, n. e. s.....	.....	.....	1,497	11,136
Oilcloth and linoleum.....	.....	.....	8,421	2,483
Oils:				
Mineral—Refined or manufactured—				
Gas oil and fuel oil.....galls..	191,879	60,300	15,637	7,538
Illuminating oil.....galls..	7,197,426	2,345,041	351,626	130,441
Lubricating, and heavy paraffin oil.....galls..	1,631,544	674,848	290,903	182,714
Naphthas and light products of distillation—				
Gasoline.....galls..	1,149,903	113,297	226,964	39,235
All other.....galls..	1,575,387	1,099,850	311,998	210,973
All other.....	.....	.....	2,044	2,549
Paints, pigments, colors, and varnishes—				
White lead.....lbs..	77,700	105,346	6,859	9,369
All other (including crayons).....	.....	.....	15,009	16,959
Paper:				
Books, music, maps, engravings, etchings, photographs, and other printed matter.....	.....	.....	1,757	2,614
Carbon paper.....	.....	.....	3,595	5,599
Printing paper—				
News print.....lbs..	288,882	83,356	11,461	3,976
All other.....lbs..	42,183	10,486	2,819	936
Writing paper and envelopes.....	.....	.....	3,153	5,521
All other.....	.....	.....	8,723	11,083
Paraffin and paraffin wax.....lbs..	2,714,238	788,863	113,916	65,535
Pencils (except slate), and pencil leads.....	.....	.....	7,174	7,312
Perfumeries, cosmetics, and all toilet preparations.....	.....	.....	18,290	4,688
Phonographs, etc.....	.....	.....	2,098	4,183
Plated ware (except cutlery and jewelry).....	.....	.....	9,806	12,582
Shoe findings.....	.....	.....	3,733	1,807
Silk, manufactures of.....	.....	.....	9,923	2,978
Soap.....	.....	.....	5,681	7,005
Spirits, distilled—Alcohol (including pure, neutral, or cologne spirits).....pf galls..	48,176	.....	15,424	.....
Starch.....lbs..	365,574	843,601	14,540	54,863
Sugar, refined.....lbs..	2,210,329	11,000	149,367	749
Surgical appliances (not including instruments).....	.....	.....	1,434	5,548
Suspenders and garters.....	.....	.....	.....	32,192
Tin, in pigs, bars, etc.....lbs..	4,704	6,600	2,078	4,100
Tobacco, unmanufactured—Leaf.....lbs..	2,163,494	4,082,856	283,380	780,091
Typewriter ribbons.....	.....	.....	3,963	11,650
Umbrellas and parasols.....	.....	.....	3,078	9,126
Vegetables.....	.....	.....	107	2,437
Wax, manufactures of.....	.....	.....	1,338	2,019
Wood:				
Timber, sawed—Pitch pine.....M ft..	452	119	10,406	3,958
Lumber—				
Boards, planks, and scantling—				
Gum.....M ft..	89	118	3,456	6,020
Oak.....M ft..	162	106	9,194	8,063
Pine.....M ft..	283	61	5,401	1,607
All other.....M ft..	71	218	4,755	12,017
Staves.....No..	1,623,064	1,763,155	482,829	579,418
Wood pulp.....tons..	85	330	9,613	40,941
All other.....	.....	.....	15,678	7,786
Wool, manufactures of.....	.....	.....	1,264	1,974
Zinc:				
Spelter, cast in pigs, plates, slabs, etc—Produced from domestic ore.....lbs..	673,235	1,476	95,927	138
Zinc rolled in sheets, strips, etc.....lbs..	13,914	24,105	2,417	4,490
All other manufactures of.....	.....	.....	1,969	2,973
All other articles.....	.....	.....	25,862	36,615
Total domestic exports.....	.....	.....	13,637,057	21,641,684
Total foreign exports.....	.....	.....	84,083	39,853
xports.....	.....	.....	13,721,140	21,681,537

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
ROUMANIA.				
Explosives—Cartridges, loaded				$253,022
Meat and dairy products: Meat products—Beef products—Beef, pickled and other cured lbs.		345,840		57,552
All other articles				200
Total domestic exports				310,774
RUSSIA IN EUROPE.				
Abrasives:				
Wheels, emery and other			$125,456	154,844
All other			123,165	24,450
Agricultural implements, and parts of:				
Haymakers and tedders			99,059	190,626
Mowers and reapers			2,176,705	3,386,216
Plows and cultivators			32,144	263,661
Thrashers			17,715	538,312
All other, and parts of			253,792	599,178
Aluminum, and manufactures of			7,140,480	1,302,207
Brass:				
Bars, plates, sheets, etc lbs.	6,321,304	3,331,520	2,104,271	1,263,605
All other manufactures of			3,690,779	447,451
Breadstuffs:				
Barley bush.		7,500		14,177
Bread and biscuit lbs.	331	198,067	30	27,112
Corn meal and flour bbls.		401		3,699
Oats bush.		975		523
Preparations of, for table food			17,753	90,037
Rice lbs.	50	999,538	3	75,970
Rye flour bbls.		4,182		43,004
Wheat flour bbls.	1	18,691	8	200,064
All other				2,686
Buttons			7,994	5,664
Cars, automobiles, and other vehicles:				
Aeroplanes—Parts of			38,000	12,600
Automobiles—				
Commercial No.	1,733	406	5,428,979	1,562,303
Passenger No.	780	492	943,003	1,136,400
Parts of (not including engines and tires)			1,624,431	328,633
Cars for railways, and parts of—				
For steam railways—all other No.		320	1,169,207	514,870
For other railways			37,935	
Bicycles, tricycles, etc			4,857	3,140
Motorcycles No.	14		1,679	
Motor warehouse and station trucks No.		15		2,100
All other, and parts of			133,663	722,907
Celluloid and manufactures of			9,385	15,852
Chemicals, drugs, dyes, and medicines:				
Acids			6,016,806	5,412
Bark, extracts of, for tanning			277,723	43,239
Dyes and dyestuffs			305,168	142,156
Formaldehyde				29,201
Medicinal and pharmaceutical preparations			6,438	1,461
Petroleum jelly, etc			53,773	
Potash, chlorate lbs.		190,400		100,912
Roots, herbs, and barks, n. e. s			17,608	8,295
Soda, salts, and preparations of			144,983	32,065
All other			3,238,722	164,500
Coal, bituminous tons.	5,693		17,078	
Cocoa and chocolate, prepared or manufactured (not including confectionery)			142,675	26,176
Copper:				
Refined copper, in ingots, bars, pigs, etc lbs.	87,512,161	29,488,436	22,425,764	7,272,107
Plates and sheets lbs.	4,316,747		1,127,675	
All other manufactures of			12,022	2,724
Cotton:				
Unmanufactured—				
Upland and other lbs.	22,768,631	7,972,563	3,984,614	1,872,078
Linters bales.	3,749		217,633	
Linters lbs.	1,825,655			
Manufactures of—				
Cloths—				
Duck—				
Unbleached yds.	534,563		360,035	
Bleached yds.		240,000		158,810
Colored yds.	54,486		31,351	

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
RUSSIA IN EUROPE—continued.				
Cotton—Continued.				
Manufactures of—Continued.				
Other cloths—				
Unbleached ..... yds.	76,704	.....	$5,220	.....
Bleached ..... yds.	54,481	74,125	5,633	$11,596
Colored ..... yds.	.....	87,077	.....	26,799
Waste cotton ..... lbs.	7,440	.....	1,040	.....
Wearing apparel—				
Knit goods	.....	.....	96,224	38,034
All other	.....	.....	6,333	23,459
All other	.....	.....	190,393	71,171
Dental goods	.....	.....	59,600	35,788
Electrical machinery, appliances, and instruments:				
Batteries	.....	.....	8,496	50,758
Carbons	.....	.....	.....	20,623
Dynamos or generators	.....	.....	6,453	41,570
Insulated wire and cables	.....	.....	353,943	406,426
Interior-wiring supplies, etc., including fixtures	.....	.....	41,181	1,526
Lamps—Incandescent—Metal filament ..... No.	30,258	20,000	6,377	3,550
Magnetos, spark plugs, etc	.....	.....	.....	45,153
Meters and other measuring instruments	.....	.....	41,125	13,811
Motors	.....	.....	261,458	196,781
Switches and accessories	.....	.....	.....	14,368
Telephones	.....	.....	236,675	18,217
Transformers	.....	.....	101,295	76,300
All other	.....	.....	823,972	141,655
Explosives:				
Cartridges, loaded	.....	.....	24,173,167	3,653,922
Dynamite ..... lbs.	324,875	.....	92,589	.....
Fuses	.....	.....	.....	7,882,380
Gunpowder ..... lbs.	95,236,367	9,570,471	80,194,311	6,147,004
Shells and projectiles	.....	.....	.....	15,974,302
All other	.....	.....	147,549,461	1,503,120
Ferrotungsten and tungsten metal ..... lbs.	59,752	.....	253,691	.....
Ferrovanadium ..... lbs.	110,600	36,400	290,801	106,240
Fibers, vegetable, and manufactures of:				
Twine—Binder ..... lbs.	7,754,698	7,976,824	951,602	1,055,556
All other	.....	.....	8,561	25,425
Fruits:				
Apricots, dried ..... lbs.	41,325	1,080,353	6,245	127,252
Prunes, dried ..... lbs.	148,325	42,944	9,115	4,601
All other fruits	.....	.....	9,163	4,869
Furs and fur skins:				
Raw or unmanufactured	.....	.....	128	39,200
Dressed, and manufactures of	.....	.....	161,228	.....
Glassware	.....	.....	60,062	1,731
Glue ..... lbs.	6,196	4,996	1,131	1,729
Hair, animal, and manufactures of	.....	.....	6,817	2,170
Hay ..... tons.	.....	317	.....	9,556
India rubber, manufactures of:				
Belting, hose and packing	.....	.....	3,334	16,600
Boots and shoes—Boots ..... pairs.	500	1,848	3,407	9,240
Tires—For automobiles	.....	.....	143,916	94,264
All other	.....	.....	43,835	15,032
Instruments and apparatus for scientific purposes:				
Medical and surgical instruments	.....	.....	20,737	330
Optical instruments	.....	.....	1,006,845	165,725
All other	.....	.....	265,401	346,315
Iron and steel, and manufactures of:				
Pig iron ..... tons.	4,135	2,538	459,449	251,089
Bar iron ..... lbs.	.....	106,303	.....	5,191
Bars or rods of steel—				
Wire rods ..... lbs.	436,275	.....	18,908	.....
All other ..... lbs.	4,764,497	330,367	248,477	21,242
Billets, ingots, and blooms of steel ..... tons.	1,190	.....	85,509	.....
Bolts, nuts, rivets, and washers ..... lbs.	1,413,739	636,892	69,471	50,880
Car wheels and axles ..... No.	244	.....	4,453	450,310
Castings, n. e. s	.....	.....	16,349	2,148
Chains	.....	.....	.....	64,822
Cutlery—				
Razors	.....	.....	259,084	100,090
All other	.....	.....	23,575	5,190
Enamel ware	.....	.....	30,652	10,070
Firearms	.....	.....	48,262,048	20,410,591
Forgings, n. e. s	.....	.....	.....	47,400

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
RUSSIA IN EUROPE—continued.				
ron and steel—Continued.				
Hardware, builders'—				
Locks			$64,954	$17,757
Hinges and other			115,178	19,976
Other hardware				1,594
Hoop, band, and scroll ..lbs..	718,210	768,157	33,243	38,408
Horseshoes ..lbs..		10,886,242		1,128,223
Machinery, machines, and parts of, n. e. s.—				
Adding and calculating machines ..No..	45	6	12,590	1,102
Air-compressing machinery			59,840	47,961
Elevators and elevator machinery			148,415	100,914
Engines, and parts of—				
Internal combustion engines—				
Gas—Stationary ..No..	13	4	7,448	5,500
Gasoline—				
Automobile ..No..	220	162	50,000	17,287
Marine ..No..	292	12	108,434	13,245
Stationary ..No..	25	68	12,857	14,000
Traction and caterpillar ..No..	136	366	353,666	959,424
Kerosene engines ..No..		11		20,625
Steam engines—				
Locomotive ..No..	89	157	2,353,800	4,481,289
Marine ..No..	7	4	59,522	875
Stationary ..No..	8		57,000	
Traction and caterpillar ..No..		144		755,955
All other engines ..No..	150	12	61,161	10,320
Parts of			1,599,898	325,095
Excavating machinery				244,255
Laundry machinery			26,927	
Metal-working machinery			12,587,938	1,918,405
Milling machinery, flour and grist			152,383	33,474
Mining machinery—				
Oil-well machinery			329,801	448
All other			168,613	180,662
Paper and pulp mill machinery			8,345	54,086
Printing presses			86,813	61,575
Pumps and pumping machinery			190,603	253,811
Refrigerating machinery			110,526	14,225
Road-making machinery				64,012
Sewing machines			22,402	1,320
Shoe machinery			29,548	45,468
Textile machinery			8,713	7,472
Typesetting machines, linotype and other			755	
Typewriting machines			508,100	69,940
Woodworking machinery—				
Sawmill machinery			5,414	6,102
All other			87,809	11,250
All other machinery, and parts of			2,200,687	963,862
Nails and wood screws—				
Nails, wire ..lbs..	1,646,143	2,162,000	76,048	110,180
All other (including tacks) ..lbs..	694,163	394,069	45,239	46,412
Pipes and fittings—				
Cast ..lbs..	266,971	279,880	18,449	15,639
Wrought ..lbs..	2,337,530	286,229	128,244	23,438
Railroad spikes ..lbs..	8,420,620	4,126,773	243,018	123,597
Rails for railways, of steel ..tons..	76,957	31,028	3,828,970	1,407,220
Railway track material, such as switches, frogs, fishplates, etc. (except rails and spikes)			1,240,160	437,246
Scales and balances			2,821	2,605
Sheets and plates—Steel—Plates ..lbs..	2,637,823		97,753	
Shells and projectiles, empty				259,382
Stoves and ranges, and parts of			11,496	255
Structural iron and steel ..tons..	586	680	37,622	72,290
Tin plates, and manufactures of—				
Tin plates, terneplates, and taggers tin ..lbs..	172,313		8,929	
All other			15,343	27
Tools, n. e. s.—				
Axes ..No..	972	12,600	670	9,690
Augers, bits, and drills				30,711
Files and rasps				186,490
Hammers and hatchets			7,972	5,890
Saws			163,179	79,499
Shovels and spades			22,403	1,200
All other			1,605,266	98,903

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	191
EUROPE—Continued.				
RUSSIA IN EUROPE—continued.				
Iron and steel—Continued.				
Wire, and manufactures of—				
Wire—				
Barbed.....lbs..	78,702,748	21,593,503	$2,853,236	$1,067.
All other.....lbs..	10,398,917	1,790,962	523,121	188,
Manufactures of—				
Wire ropes and cables				495.
Woven-wire fencing			334	
All other			492,224	267.
All other manufactures of iron and steel			4,095,167	580,
Lamps, chandeliers, and all other devices for illuminating purposes (except electric)			28,089	
Lead:				
Pigs, bars, etc.—				
Produced from domestic ore.....lbs..	25,224,419	12,872,591	1,641,385	1,175.
Produced from foreign ore.....lbs..	1,613,417	13,486,275	111,972	1,335.
All other			5,772	17,
Leather:				
Belting			211,722	33,
Patent			291,841	24,
Sole.....lbs..	11,260,023	4,551,122	4,802,040	2,427,
Upper—				
Calf.....sq. ft..	1,701,298		657,310	
Kid.....sq. ft..	5,798,551	2,490,959	2,051,375	1,219,
Grain and split.....sq. ft..		66,544		27,
All other			310,200	35,
All other leather, etc			62,950	272,
Manufactures of—				
Boots and shoes—				
Children's.....pairs..	25,248	15,165	48,550	34,
Men's.....pairs..	206,024	1,763,621	699,486	6,912,
Women's.....pairs..	163,933	85,864	533,114	282,
Harness and saddles			2,162,282	
All other			34,575	
Matches				3,
Meat and dairy products:				
Meat products—				
Beef products—				
Beef, fresh.....lbs..	215,756		45,309	
Beef, pickled and other cured.....lbs..	224,092	5,219,043	26,890	639,
Oleomargarine.....lbs..		172,418		41,
Hog products—Bacon.....lbs..	159	967,902	35	237,
Lard.....lbs..		246,050		59,
Stearin from animal fats.....lbs..	90,955		12,638	
All other meat products			4,189	
Dairy products—				
Butter.....lbs..	25	127,897	10	40,
Cheese.....lbs..		319		
Milk, condensed, etc.....lbs..	38	1,839,684	4	230,
Metals, n. e. s				50,
Motor boats.....No..	16	10	376,000	117,
Musical instruments, and parts of			10,154	
Naval stores:				
Rosin.....bbls..	74,080		421,737	
Turpentine, spirits of.....galls..	20,000		13,875	
Nickel:				
Nickel, nickel oxide, and matte.....lbs..	4,917,075		1,910,799	
Manufactures of			115,550	
Oils:				
Animal—All other.....galls..		2,829		3,
Mineral—Refined or manufactured—				
Lubricating and heavy paraffin oil.....galls..	692,303	310,040	189,908	112,
Naphthas and light products of distillation.galls..		7,803		1,
Vegetable—				
Fixed or expressed			23,935	
Volatile or essential				2,
Paints, pigments, colors, and varnishes:				
Dry colors—				
Lampblack			11,984	
All other			25,289	
Lead—White.....lbs..	110,835	82,500	9,421	8,
Zinc, oxide of.....lbs..	351,250	372,100	32,750	48,
All other (including crayons)			46,952	74,

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
RUSSIA IN EUROPE—continued.				
per:				
Books, music, maps, engravings, etchings, photographs, and other printed matter			$6,309	$4,217
Carbon paper			27,359	1,618
Printing paper lbs.	10,658	106,755	30,473	18,488
Wrapping paper lbs.	81,766	12,800	11,367	1,860
Writing paper and envelopes				64,617
All other			22,425	5,122
araffin and paraffin wax lbs.	2,801,773		179,246	
encils (except slate) and pencil leads			1,947	6,021
hotographic goods:				
Motion-picture films, exposed lin. ft.	14,417,946	1,000	393,070	50
Other sensitized goods			1,062	12,260
All other			1,411	7,100
lumbago or graphite			25,882	6,445
eeds			21	11,352
hoe findings			39,477	43,814
oap			1,212	9,520
tone (including marble)			4,935	1,927
ugar, refined lbs.	10,456,666	666,235	613,773	49,001
urgical appliances (not including instruments)			15,778	323,459
obacco:				
Unmanufactured lbs.	391	12,987	50	2,592
Manufactures of—Smoking lbs.		14,019		4,950
ypewriter ribbons			51,581	3,478
egetables:				
Beans and dried peas bush.	1	4,368	4	21,713
All other			517	8,933
Vulcanized fiber, and manufactures of			34,521	20,252
Wax:				
Beeswax lbs.	38,136		11,420	
Manufactures of			422	580
Wood, and manufactures of			32,194	8,935
Wool, manufactures of:				
Cloths and dress goods yds.		15,405		31,130
Wearing apparel			28,006	138,580
All other			50,505	2,975
Zinc:				
Spelter cast in pigs, plates, slabs, etc.—				
Produced from domestic ore lbs.	12,399,209	100,553	1,372,780	14,599
Produced from foreign ore lbs.	521,379	241,920	50,874	24,204
Zinc, rolled in sheets, strips, etc lbs.	669,605	5,007	125,139	1,006
All other articles			140,992	10,985
Total domestic exports			428,185,412	116,274,926
Total foreign exports			502,695	430,420
Total exports			428,688,107	116,705,346
SERBIA, MONTENEGRO, AND ALBANIA.				
Cotton, manufactures of				8,050
Leather: Manufactures of—Boots and shoes—				
Men's pairs		5,239		8,399
All other articles				1,048
Total domestic exports				17,497
SPAIN.				
Abrasives:				
Wheels, emery, and other			35,089	36,644
All other			24,518	31,216
Agricultural implements, and parts of:				
Mowers and reapers			312,399	14,635
Plows and cultivators			115,905	58,276
All other			95,173	35,078
Aluminum, and manufactures of			151,546	54,793
Art works, paintings, and statuary			17,145	24,116
Asbestos, manufactures of			9,589	15,991
Asphaltum			7,588	8,527
Athletic and sporting goods			28,020	1,707
Blacking (including shoe paste and polish, and other)			37,775	23,459
Bones, hoofs, and horns, unmanufactured				1,846

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
SPAIN—continued.				
Brass:				
Bars, plates, sheets, etc.....lbs..	369,970	195,282	$120,779	$84,056
Cartridge shells, empty.....	.....	.....	.....	81,910
Pipes and fittings.....	.....	.....	.....	3,293
Wire.....lbs..	.....	11,271	.....	7,180
All other manufactures of.....	.....	.....	143,507	96,368
Breadstuffs:				
Corn meal and flour.....bbls..	.....	7,999	.....	77,390
Oats.....bush..	.....	107,440	.....	80,580
Preparations of, for table food.....	.....	.....	20,198	183,807
Wheat.....bush..	851,550	.....	1,454,474	.....
Wheat flour.....bbls..	5,615	78,360	41,637	822,443
All other.....	.....	.....	1,656	15,092
Bronze, manufactures of.....	.....	.....	102,888	18,467
Brushes.....	.....	.....	7,020	3,278
Buttons, and parts of.....	.....	.....	27,382	19,202
Cars, automobiles, and other vehicles:				
Automobiles—				
Commercial.....No..	29	46	55,808	97,910
Passenger.....No..	1,125	1,205	1,195,887	1,346,826
Parts of (not including engines and tires).....	.....	.....	95,720	154,850
Cars for railways, and parts of—				
For steam railways—				
Passenger.....	.....	.....	69,257	.....
All other.....No..	.....	700	152,962	1,002,147
For other railways.....	.....	.....	44,938	.....
Bicycles, tricycles, etc.....	.....	.....	5,565	7,193
Motorcycles.....No..	703	426	146,398	90,162
All other, and parts of.....	.....	.....	37,063	182,916
Celluloid, and manufactures of.....	.....	.....	23,738	24,055
Chemicals, drugs, dyes, and medicines:				
Acids.....	.....	.....	189,438	104,427
Bark, extracts of, for tanning.....	.....	.....	38,207	7,025
Coal-tar distillates, n. e. s.....	.....	.....	.....	87,348
Copper, sulphate of (blue vitriol).....lbs..	112,663	110,757	11,619	8,878
Dyes and dyestuffs.....	.....	.....	900,864	785,618
Infants' food.....	.....	.....	.....	93,967
Lime—				
Acetate of.....lbs..	116,521	262,256	4,080	15,805
Chloride of.....lbs..	.....	1,022,248	.....	36,375
Medicinal and pharmaceutical preparations.....	.....	.....	42,538	65,416
Petroleum jelly, etc.....	.....	.....	7,417	3,853
Potash.....	.....	.....	.....	21,855
Soda salts, and preparations of.....	.....	.....	612,705	145,330
Sulphur or brimstone.....tons..	154	.....	5,617	.....
All other.....	.....	.....	1,188,665	425,490
Clocks, and parts of.....	.....	.....	53,318	64,804
Coal and coke:				
Coal—Bituminous.....tons..	209,712	44,440	922,841	285,151
Coke.....tons..	11,068	487	80,299	3,920
Coal tar.....bbls..	7,930	5,000	47,900	35,700
Cocoa and chocolate, prepared, etc.....	.....	.....	4,789	283,213
Coffee:				
Green or raw.....lbs..	10,455,416	8,962,087	1,736,558	1,463,167
Roasted or prepared.....lbs..	202	12,500	40	4,375
Copper:				
Refined copper in pigs, ingots, bars, rods, or other forms.....lbs..	817,223	1,150,899	265,195	323,136
Pipes and tubes.....lbs..	.....	108,002	.....	52,235
Plates and sheets.....lbs..	50,074	79,823	21,447	34,611
Wire.....lbs..	3,748,456	2,272,186	1,197,302	799,367
All other manufactures of.....	.....	.....	272,103	53,901
Cork, manufactures of.....	.....	.....	282	16,000
Cotton:				
Unmanufactured—				
Sea island.....lbs..	76,286	.....	58,300	.....
Upland and other.....lbs..	196,881,038	129,490,345	36,510,148	37,111,924
Linters.....lbs..	89,270	106,404	9,314	7,980
Manufactures of—				
Cloths.....yds..	220,668	134,757	33,210	25,421
Waste cotton.....lbs..	274,050	253,161	32,534	66,505
Wearing apparel—				
Knit goods.....	.....	.....	12,796	9,015
All other.....	.....	.....	10,208	2,793
All other.....	.....	.....	108,764	10,256

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
SPAIN—continued.				
tal goods:				
eth			$15,829	$2,699
ll other			24,015	24,900
then, stone, and china ware:				
ricks—Fire.....M..	322	135	43,856	17,024
ll other			13,139	9,386
ctrical machinery, appliances, and instruments:				
atteries			13,703	30,429
ynamos or generators			106,998	21,316
leating and cooking apparatus				21,898
nsulated wire and cables			234,003	118,434
nterior wiring supplies, etc., including fixtures			17,962	18,237
amps—Incandescent—Metal filament.....No..	39,696	29,979	8,600	12,568
lagnetos, spark plugs, etc				68,604
leters and other measuring instruments			47,568	74,104
otash				21,855
lotors			205,215	212,782
witches and accessories				49,026
elephones			29,196	17,587
ransformers			38,594	74,204
All other			451,689	303,755
xplosives:				
Cartridges, loaded			2,709,573	137,881
Gunpowder.....lbs..	753		618	
All other			1,496,898	16,905
rtilizers:				
Phosphate rock, ground or unground, not acidulated—Land pebble.....tons..	61,897	32,359	263,022	151,467
All other fertilizers.....tons..		188		27,260
ibers, vegetable, manufactures of:				
Cordage.....lbs..	166,274	92,141	32,946	24,576
Twine—				
Binder.....lbs..	1,147,061		140,565	
All other			188	2,309
All other			25,709	24,589
ire extinguishers			5,596	1,824
ish:				
Dried, smoked, or cured—Cod, haddock, hake, and pollock.....lbs..	215,046	43,830	21,736	3,870
Shellfish			7,028	2,450
All other fish and fish products			5,186	8,923
Fly paper			6,191	128
Fruits and nuts:				
Fruits—				
Prunes.....lbs..	81,582	12,500	6,966	1,545
All other			2,343	1,097
Nuts			7,022	11,279
Furniture of metal			4,886	22,163
Furs, dressed, etc			869	16,026
Glass and glassware:				
Bottles, vials, demijohns, carboys, and jars			13,711	6,230
All other			23,241	33,223
Glucose (corn sirup).....lbs..	14,034	1,742,014	698	124,202
Gold and silver, manufactures of, including jewelry:				
Gold and silver, manufactures of			2,838	2,811
Jewelry			94,421	115,294
Grease:				
Lubricating			61,540	19,688
Soap stock, and other			25,092	5,122
Hides and skins (except fur skins) raw or uncured:				
Cattle.....lbs..	41,953	40,997	17,663	14,264
All other.....lbs..	4,000		3,500	
Hops.....lbs..	35,740	200	7,336	85
Household and personal effects			4,957	5,631
India rubber, manufacturers of:				
Belting, hose, and packing			2,329	7,087
Tires—				
For automobiles			77,753	12,233
All other tires			3,997	49,100
All other manufactures of			20,950	35,321
Ink:				
Printers'			1,401	10,570
All other			1,746	1,384

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
SPAIN—continued.				
Instruments and apparatus for scientific purposes:				
Medical and surgical instruments			$5,391	$11,081
Optical instruments			25,385	18,586
All other			32,843	116,183
Iron and steel:				
Pig iron.....tons..	14,355		320,601	
Bar iron.....lbs..	682,757		18,537	
Bars or rods of steel—				
Wire rods.....lbs..	3,005,952	3,621,799	81,665	156,543
All other.....lbs..	615,214	1,969,456	55,225	219,912
Billets, ingots, and blooms of steel.....tons..	1,209	2,896	108,810	148,350
Bolts, nuts, rivets, and washers.....lbs..	596,407	833,520	40,236	87,769
Car wheels and axles			1,066	29,664
Castings, n. e. s.			20,415	11,101
Chains				2,808
Cutlery—				
Razors			22,272	30,423
All other			37,650	36,075
Enamel ware			7,634	3,810
Firearms			166,556	2,458
Forgings, n. e. s.				19,319
Hardware, builders'—				
Locks			27,605	26,401
Hinges, and other			108,074	31,774
Other hardware				45,869
Hoop, band, scroll.....lbs..	1,451,991	629,716	63,502	48,435
Machinery, machines, and parts of, n. e. s—				
Adding and calculating machines.....No..	44	178	7,624	8,008
Air-compressing machinery			16,492	57,714
Cash registers.....No..	214	188	23,859	36,586
Concrete mixers				7,394
Elevators and elevator machinery			9,832	2,817
Engines, and parts of—				
Electric locomotives.....No..	9	3	22,190	9,979
Internal combustion engines—				
Gas, stationary.....No..	120	21	8,698	3,744
Gasoline—				
Marine.....No..	122	94	27,916	43,707
Stationary.....No..	91	105	10,997	9,605
Traction and caterpillar.....No..	53	12	55,169	11,728
Kerosene engines.....No..		9		11,409
Steam engines—				
Locomotives.....No..	33	35	763,500	1,134,924
Marine.....No..	1	7	650	15,991
Traction and caterpillar.....No..		22		15,697
All other engines.....No..	38	26	45,372	11,480
Parts of			361,424	
Boilers				7,254
Boiler tubes				383,655
All other parts of engines				683,312
Excavating machinery				2,537
Laundry machinery—Power machines			1,124	1,170
Metal-working machinery			1,686,392	1,252,525
Meters, gas and water			2,704	14,839
Milling machinery, flour and grist			1,970	11,512
Mining machinery—				
Oil-well machinery			37,422	
All other			307,128	97,748
Paper and pulp mill machinery			12,576	8,890
Printing presses			19,690	26,044
Pumps, and pumping machinery			36,740	45,213
Refrigerating machinery			38,677	13,523
Road-making machinery				6,453
Sewing machines			180,051	155,558
Shoe machinery			56,953	44,198
Sugar-mill machinery			313	900
Textile machinery			49,846	36,689
Typesetting machines, linotype and other			43,396	7,890
Typewriting machines			382,423	308,642
Windmills			4,103	1,475
Woodworking machinery			6,291	15,638
All other machinery, and parts of			516,708	592,538
Nails and wood screws—				
Wire nails.....lbs..	586,498	207,883	23,194	14,416
Wood screws (including tacks).....lbs..	320,909	743,895	37,948	78,877 / 161,895

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
SPAIN—continued.				
n and steel—Continued.				
ipe and fittings—				
Cast.....lbs..	484,490	119,644	$21,802	$10,180
Wrought.....lbs..	810,845	1,791,365	48,573	113,347
tailway track material, such as switches, frogs, fishplates, etc. (except rails and spikes).....	.....	.....	1,368	5,516
heets and plates—				
Galvanized.....lbs..	1,424,650	2,176,757	73,600	198,505
Iron sheets and plates.....lbs..	541,323	385,790	29,246	25,068
Steel—				
Plates.....lbs..	172,152	.....	5,964	.....
Sheets.....lbs..	1,239,412	4,241,435	42,771	295,795
toves and ranges, and parts of.....	.....	.....	20,064	3,470
tructural iron and steel.....tons..	87	124	9,771	12,720
Tin plates and manufactures of—				
Tin plates, terneplates and taggers tin.....lbs..	122	215,000	5	24,000
All other manufactures of.....	.....	.....	3,049	4,226
Tools, n. e. s.—				
Augers, bits, and drills.....	.....	.....	.....	61,478
Files and rasps.....	.....	.....	.....	63,587
Saws.....	.....	.....	82,151	68,027
All other.....	.....	.....	262,038	93,257
Wire, and manufactures of—				
Wire.....lbs..	3,596,064	579,603	186,852	65,740
Wire rope and cables.....	.....	.....	.....	22,473
All other manufactures of.....	.....	.....	238,270	66,130
All other manufactures of iron and steel.....	.....	.....	736,309	488,033
amps, chandeliers, and all other devices for illuminating purposes (except electric).....	.....	.....	22,568	32,169
ead:				
Pigs, bars, etc.—Produced from domestic ore...lbs..	160,073	.....	9,843	.....
All other.....	.....	.....	1,186	161
eather:				
Belting.....	.....	.....	83,246	16,856
Patent.....	.....	.....	267,634	110,341
Sole.....lbs..	26,331	15,320	12,614	7,564
Upper—				
Calf.....sq. ft..	998,570	605,655	458,541	354,722
Kid.....sq. ft..	1,853,097	144,702	652,278	69,211
All other.....	.....	.....	125,364	153,160
All other leather, etc.....	.....	.....	38,765	33,092
Manufactures of—				
Boots and shoes—				
Children's.....pairs..	144	.....	150	.....
Men's.....pairs..	4,779	1,012	21,451	5,423
Women's.....pairs..	4,418	2,750	16,462	13,985
All other.....	.....	.....	30,295	7,748
eather, imitation.....	.....	.....	16,090	33,987
alt.....bush..	.....	6,700	.....	12,015
eat and dairy products:				
Meat products—				
Beef products—				
Beef, pickled, and other cured.....lbs..	62,196	163,016	5,696	33,080
Oleomargarine.....lbs..	140	6,376	26	1,619
Tallow.....lbs..	75,284	.....	12,066	.....
Hog products—				
Bacon.....lbs..	2,234,050	67,120	317,720	18,888
Hams and shoulders, cured.....lbs..	226,023	17,926	45,001	4,932
Lard.....lbs..	180,875	.....	23,196	.....
Pork, pickled.....lbs..	16,200	10,000	1,480	1,631
Sausage.....lbs..	8,607	13,280	2,495	4,380
Sausage casings.....lbs..	1,605,435	1,618,799	249,818	278,697
All other meat products—				
Canned.....	.....	.....	8,829	11,342
All other.....	.....	.....	42,960	39,025
Dairy products—				
Butter.....lbs..	1,332	9,940	519	2,755
Cheese.....lbs..	103,976	78,925	30,653	28,638
Milk, condensed.....lbs..	2,194,315	7,895,124	236,278	1,035,167
Metal polish.....	.....	.....	591	1,202
Metals, n. e. s.....	.....	.....	.....	39,781
Motor boats.....No..	4	1	5,417	999
Mucilage and paste.....	.....	.....	14,775	1,718

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
SPAIN—continued.				
Musical instruments, and parts of:				
Pianos—				
Player-pianos.....No..	398	624	$137,744	$208,309
All other.....No..	247	451	64,294	93,623
Piano players.....No..	59	17	16,985	7,392
All other, and parts of.....			33,412	21,420
Naval stores:				
Tar, turpentine, and pitch.....bbls..	32,329	4,569	165,885	30,316
All other.....			242	397
Nickel:				
Nickel, nickel oxide, and matte.....lbs..	158	1,098	79	534
Manufactures of.....			6,229	1,969
Notions, n. e. s.....			29,732	10,917
Oilcloth and linoleum.....			3,029	7,537
Oils:				
Animal.....galls..	17,329	3,070	18,051	5,412
Mineral—				
Crude.....galls..	3,739,484	730,523	530,390	141,500
Refined or manufactured—				
Gas oil and fuel oil.....galls..	144,004	1,087,063	12,062	88,537
Illuminating oil.....galls..	7,512,171	745,042	1,001,385	145,700
Lubricating and heavy paraffin oil.....galls..	3,538,045	822,387	639,037	192,658
Naphtha, and light products of distillation, ...galls..	5,570	7,422	2,218	2,229
Vegetable—				
Fixed or expressed.....			11,198	55,852
Volatile or essential.....			9,534	4,563
Paints, pigments, colors, and varnishes:				
Dry colors—				
Lampblack.....			2,521	10,535
All other.....			78,448	37,212
Ready-mixed paints.....galls..	9,018	10,566	19,290	23,949
Varnish.....galls..	9,819	13,947	18,378	20,513
All other (including crayon).....			32,739	93,392
Paper:				
Books, music, maps, engravings, etchings, photographs, and other printed matter.....			54,016	35,997
Carbon paper.....			11,624	5,113
Paper board (strawboard, etc.).....			6,961	2,238
Printing paper.....lbs..	65,604	528,267	7,026	24,176
Writing paper and envelopes.....			10,219	10,000
All other.....			14,701	34,996
Paraffin and paraffin wax.....lbs..	17,494,395	4,003,733	659,453	273,483
Pencils (except slate) and pencil leads.....			15,964	70,904
Pens, fountain.....No..	45,475	13,567	18,779	9,491
Perfumeries, cosmetics, and all toilet preparations.....			28,502	22,204
Phonographs, graphophones, gramophones, and records, and materials for.....			2,968	6,030
Photographic goods:				
Cameras.....			14,779	42,042
Motion-picture films—				
Not exposed.....lin. ft..	18,000	59,837	518	2,837
Exposed.....lin. ft..	772,769	824,362	46,339	45,555
Other sensitized goods.....			29,777	56,479
All other.....			8,370	2,636
Plated ware (except cutlery and jewelry).....			42,696	96,842
Plumbago or graphite:				
Unmanufactured.....lbs..	104,001	10,340	10,643	1,086
Manufactures of.....			38,933	12,563
Roofing felt and similar materials.....			6,702	3,308
Shoe findings.....			19,651	71,724
Silk, manufactures of.....			13,904	13,510
Soap:				
Toilet.....			15,604	7,036
All other.....lbs..	18,864	190,700	1,203	15,812
Spices.....				7,415
Spirits, wines, malt liquors, and other beverages:				
Spirits, distilled—Alcohol (including pure, neutral, or cologne spirits).....pf. galls..	21,491	31,967	18,451	27,000
All other.....			844	9
Starch.....lbs..	391,260	624,076	15,315	47,377
Stone (including marble):				
Unmanufactured.....			668	
Manufactures of.....			63,158	5,189

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
SPAIN—continued.				
;ar, refined ..... lbs..	64,991,946	7,224,077	$3,875,782	$546,921
gical appliances (not including instruments)			20,089	32,068
penders and garters				14,287
bacco:				
nmanufactured—				
Leaf ..... lbs..	10,314,491	17,536,192	1,192,553	2,412,112
Stems and trimmings ..... lbs..	377,518	353,872	19,287	18,854
fanufactures of			43,482	45,366
ys			17,668	16,875
pewriter ribbons			14,975	9,036
nbrellas and parasols			84,757	118,561
lcanized fiber, and manufactures of			6,105	11,268
ood:				
ogs, and other round timber—				
Oak ..... M ft..	454		11,321	
All other ..... M ft..	78	76	3,154	3,821
Timber, hewn and sawed—Sawed—				
Pitch pine ..... M ft..	1,302	576	31,959	19,051
All other ..... M ft..	25		492	
Lumber—				
Boards, planks, and scantling—				
Gum ..... M ft..	4,330	347	119,477	12,347
Oak ..... M ft..	2,339	183	84,531	7,112
Pine—				
Yellow—Pitch ..... M ft..	10,074	2,792	196,252	82,849
All other ..... M ft..	36	438	3,414	21,301
All other			19,875	2,300
Railroad ties ..... No..	22,977	133	12,925	298
Staves ..... No..	4,757,140	4,088,297	782,731	815,572
All other lumber			7,026	
Furniture			14,580	6,619
Wood pulp ..... tons..	75	838	8,829	102,900
All other manufactures of			54,941	34,340
ool, manufactures of:				
Wearing apparel			388	50
All other			8,103	6,592
inc:				
Spelter, cast in pigs, plates, slabs, etc.—				
Produced from domestic ore ..... lbs..	2,363,192	1,251,068	308,487	135,875
Produced from foreign ore ..... lbs..	113,576	2,500,948	11,358	236,091
Zinc, rolled in sheets, strips, etc ..... lbs..	107,108	15,632	22,319	3,762
All other manufacture of			3,839	8,156
ll other articles			82,012	43,099
Total domestic exports			76,855,034	66,435,169
otal foreign exports			123,316	728,119
Total exports			76,978,350	67,163,288
SWEDEN.				
brasives:				
Wheels, emery, and other			46,764	12,281
All other			25,762	534
gricultural implements and parts of:				
Mowers and reapers			196,751	43,300
Planters and seeders			1,388	
Plows and cultivators			40,967	17,818
All other, and parts of			70,978	36,420
luminum, and manufactures of			100,197	3,600
sbestos, manufactures of			15,547	11
sphaltum, unmanufactured ..... tons..	71		1,676	
thletic and sporting goods			1,939	12
Babbitt metal ..... lbs..	408,560		134,470	
Brass, and manufactures of:				
Bars, sheets, plates, etc ..... lbs..	109,201		41,496	
All other manufactures of			44,792	6,174
Breadstuffs:				
Barley ..... bush..	469,696		703,660	
Corn ..... bush..	399,574		462,577	
Mill feed ..... tons..	2,616		88,147	
Oatmeal ..... lbs..		150		10
Preparations of, for table use			11,309	4,568
Rice ..... lbs..	365,752		17,463	
Rye ..... bush..	379,101	265,516	604,253	501,815
Wheat ..... bush..	5,385,480		9,676,651	
Wheat flour ..... bbls..	21,883	40	187,278	470
All other			5,277	6

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
SWEDEN—continued.				
Bronze, manufactures of			$8,609	
Cars, automobiles, and other vehicles:				
Aeroplanes, and parts of			13,870	$44,239
Automobiles—				
Commercial ..... No.	6	7	10,879	10,360
Passenger ..... No.	390	95	360,554	111,377
Parts of, not including engines and tires			26,891	4,032
Cars for other railways			7,271	
Bicycles, tricycles, etc			68,867	1,490
Motorcycles ..... No.	1,059	73	245,062	13,071
All other, and parts of			9,397	1,539
Chemicals, drugs, dyes, and medicines:				
Acids			131,161	26,133
Bark, extracts of, for tanning			12,348	
Dyes and dyestuffs			119,458	
Petroleum jelly, etc			5,307	7,600
Roots, herbs, etc			33,858	8,612
Soda, salts, and preparation of			359,606	78,833
Sulphur or brimstone, crude ..... tons.	17,424		340,913	
All other			755,988	31,870
Clocks, watches, and parts of			14,754	9,552
Coal: Bituminous ..... tons.	33,412		99,991	
Cocoa and chocolate, prepared or manufactured (not including confectionery)			16,855	40
Coffee, roasted ..... lbs.	99	230	15	63
Copper:				
Pigs, ingots, bars ..... lbs.	8,660,026		2,686,919	
Rods and wire ..... lbs.		66,009		22,522
All other manufactures of			11,403	
Cotton:				
Unmanufactured—Upland and other (including linters) ..... lbs.	53,040,674	517,866	9,595,665	146,968
Manufactures of—				
Cloths—				
Unbleached ..... yds.	117,014	12,661	76,537	2,685
Bleached ..... yds.	801,512	172,247	82,141	21,039
Colored ..... yds.	521,383	267,022	56,740	36,810
Wearing apparel—				
Knit goods			255,137	37,834
All other			41,322	21,098
Yarn			57,541	
All other			197,718	57,224
Dental goods			25,475	153
Egg yolks, canned eggs, etc			7,060	
Electrical machinery, appliances, and instruments:				
Batteries			8,538	3,175
Dynamos or generators			17,359	
Insulated wire and cables			29,432	3,933
Motors			10,916	1,239
All other			89,780	6,209
Explosives:				
Cartridges, loaded			18,774	53
All other			27,832	
Feathers			25,000	
Ferrotungsten and tungsten metal ..... lbs.	1,126		1,695	
Ferrovanadium ..... lbs.	551		424	
Fertilizers, phosphate rock:				
High grade ..... tons.	11,559	13,551	115,858	99,677
Land pebble ..... tons.	17,867	4,357	88,261	24,055
Fibers, vegetable, manufactures of:				
Cordage ..... lbs.	34,765		5,554	
Twine—Binder ..... lbs.		1,112,100		214,081
All other manufactures of			32,316	25
Fish:				
Pickled ..... bbls.	100		2,100	
Salmon—				
Canned ..... lbs.	14,100		1,800	
All other			27,346	
Shellfish			8,611	
All other fish and fish products			8	15
Fruits and nuts:				
Fruits—				
Apples, dried ..... lbs.	1,146,625		80,167	
Apples, green or ripe ..... bbls.	3,573		25,838	
Apricots, dried ..... lbs.	323,017		43,317	

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
SWEDEN—continued.				
its and nuts—Continued.				
ruits—Continued.				
Peaches, dried.....lbs..	292,916	.....	$21,394	.....
Prunes.....lbs..	3,343,954	.....	258,031	.....
Raisins and other dried grapes.....lbs..	492,750	.....	32,487	.....
All other green, ripe, or dried.....	.....	.....	33,736	$34
Prepared or preserved—				
Canned.....	.....	.....	6,029	14
All other.....	.....	.....	3,247	16
uts—				
Peanuts.....lbs..	76,573	.....	7,143	.....
All other.....	.....	.....	2,228	.....
rs and fur skins:				
aw or unmanufactured.....	.....	.....	124,720	97,666
Dressed, and manufactures of.....	.....	.....	23,585	.....
ass and glassware.....	.....	.....	16,822	265
ue.....lbs..	32,485	52,028	3,738	14,744
ease:				
Lubricating.....	.....	.....	12,116	.....
Soap stock and other.....	.....	.....	27,245	.....
des and skins (except fur skins), raw or uncured:				
Cattle.....lbs..	91,768	.....	19,875	.....
oney.....	.....	.....	8,300	.....
dia rubber, manufactures of:				
Belting, hose, and packing.....	.....	.....	50,130	.....
Tires—				
For automobiles.....	.....	.....	6,347	.....
All other manufactures of.....	.....	.....	532	.....
All other.....	.....	.....	7,007	299
struments and apparatus for scientific purposes.....	.....	.....	31,432	4,735
on and steel:				
Pig iron.....tons..	38,406	100	791,544	1,948
Cutlery.....	.....	.....	28,953	10,137
Firearms.....	.....	.....	26,599	835
Hardware—Builders'—				
Locks.....	.....	.....	12,291	4,491
Hinges and other.....	.....	.....	54,939	3,176
Other hardware.....	.....	.....	.....	724
Machinery, machines, and parts of—				
Adding machines.....No..	441	207	85,029	30,810
Air-compressing machinery.....	.....	.....	5,692	.....
Cash registers.....No..	24	.....	3,272	.....
Engines, and parts of—				
Internal combustion—				
Gas, stationary.....No..	22	.....	19,313	.....
Gasoline—				
Marine.....No..	190	49	63,275	10,715
Stationary.....No..	45	1	7,708	67
Traction and caterpillar.....No..	6	.....	5,304	.....
Kerosene engines.....No..	.....	10	.....	8,500
All other engines.....No..	49	.....	15,321	1,003
Parts of.....	.....	.....	20,106	.....
Laundry machinery.....	.....	.....	4,310	.....
Lawn mowers.....	.....	.....	352	3,333
Metal-working machinery.....	.....	.....	313,044	96,737
Milling machinery (flour and grist).....	.....	.....	1,098	.....
Mining machinery—All other.....	.....	.....	55,206	.....
Paper and pulp mill machinery.....	.....	.....	17,797	17,302
Printing presses.....	.....	.....	7,485	752
Pumps and pumping machinery.....	.....	.....	9,739	5,874
Sewing machines.....	.....	.....	28,449	8,206
Shoe machinery.....	.....	.....	13,809	.....
Typesetting machines, linotype and other.....	.....	.....	6,104	12,354
Typewriting machines.....	.....	.....	431,978	77,954
Woodworking machinery.....	.....	.....	6,093	5,469
All other machinery, and parts of.....	.....	.....	273,153	31,747
Pipes and fittings—				
Cast.....lbs..	102,632	.....	3,466	.....
Wrought.....lbs..	3,282,475	587,688	113,132	22,252
Scales and balances.....	.....	.....	15,907	4,683
Sheets and plates—				
Galvanized.....lbs..	725,961	.....	29,614	.....
All other.....lbs..	1,704,988	203,852	239,106	13,900
Structural iron and steel.....tons..	.....	165	.....	16,940
Tools—				
Saws.....	.....	.....	22,598	5,047
All other.....	.....	.....	143,800	29,417

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	19
EUROPE—Continued.				
SWEDEN—continued.				
Iron and steel—Continued.				
Wire, and manufactures of—				
Wire.....lbs..	706,274	.....	$32,556	.....
Manufactures of.....	.....	.....	7,647	1
All other manufactures of iron and steel.....	.....	.....	75,965	2
Lamps, chandeliers, etc. (except electric).....	.....	.....	21,692	
Lead:				
Pigs, bars, etc.....lbs..	1,942,627	.....	152,175	.....
All other.....	.....	.....	89,298	.....
Leather:				
Belting.....	.....	.....	44,243	.....
Patent.....	.....	.....	56,981	.....
Sole.....lbs..	1,006,118	61,292	505,469	9
Upper—				
Calf.....sq. ft..	113,392	.....	36,938	.....
Kid.....sq. ft..	850,791	10,067	279,441	
All other.....	.....	.....	148,608	
All other leather, etc.....	.....	.....	70,688	
Manufactures of—				
Boots and shoes—				
Men's.....pairs..	5,270	1	16,227	
All other.....pairs..	1,073	8	2,473	
All other.....	.....	.....	44,009	
Leather, imitation.....	.....	.....	11,654	
Meat and dairy products:				
Meat products—				
Beef products—				
Oleo oil.....lbs..	2,247,553	13,313	310,078	
Oleomargarine, imitation butter.....lbs..	223,615	.....	33,402	.....
Tallow.....lbs..	418,067	.....	53,203	.....
Hog products—				
Bacon.....lbs..	1,065,440	48	192,169	
Lard.....lbs..	260,170	.....	38,429	.....
Sausage casings.....lbs..	27,500	.....	4,745	.....
Stearin from animal fats.....lbs..	79,386	.....	11,321	.....
All other meat products—				
Canned.....	.....	.....	121	
All other.....	.....	.....	.....	
Dairy products.....	.....	.....	3,953	
Musical instruments, and parts of.....	.....	.....	28,860	
Naval stores:				
Rosin.....bbls..	6,743	.....	43,517	.....
Turpentine, spirits of.....galls..	28,430	.....	13,656	.....
Nickel:				
Nickel, oxide, and matte.....lbs..	28,554	.....	14,416	.....
Manufactures of.....	.....	.....	7,166	.....
Oil cake and oil-cake meal:				
Corn.....lbs..	1,521,960	.....	28,928	.....
Cottonseed.....lbs..	135,803,604	3,360,000	2,269,522	
Linseed or flaxseed.....lbs..	60,500	.....	1,018	
All other.....lbs..	847,000	.....	13,860	.....
Oilcloth and linoleum.....	.....	.....	15,574	
Oils:				
Animal.....galls..	13,650	.....	8,044	.....
Mineral—refined or manufactured—				
Gas oil and fuel oil.....galls..	2,633,094	987,000	155,095	
Illuminating.....galls..	27,045,882	1,522,160	1,510,968	
Lubricating.....galls..	3,483,461	110	596,012	
Naphthas, etc.—				
Gasoline.....galls..	.....	1,100	.....	
All other.....galls..	1,887,643	.....	369,564	.....
Vegetable—				
Fixed or expressed—				
Corn.....lbs..	137,707	.....	13,400	.....
Cottonseed.....lbs..	5,037,376	.....	650,271	.....
Linseed or flaxseed.....galls..	50,864	2,500	39,844	
All other.....	.....	.....	412,177	
Volatile or essential—				
Peppermint.....lbs..	4,700	536	10,375	
All other.....	.....	.....	2,640	
Paints, pigments, colors, and varnishes:				
Dry colors.....	.....	.....	11,264	.....
Ready-mixed paints.....galls..	2,577	.....	5,699	.....
Varnish.....galls..	75,765	8,780	101,104	
White lead.....lbs..	92,817	.....	8,624	.....
All other (including crayons).....	.....	.....	9,614	

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
SWEDEN—continued.				
Paper:				
Books, maps, engravings, etc.			$10,002	$1,211
Carbon paper			7,109	4,235
Printing paper lbs.	39,985		5,507	
Writing paper and envelopes			3,618	1,312
All other manufactures of			20,688	1,238
Paraffin and paraffin wax lbs.	5,535,916	5,600	253,857	840
Perfumeries, cosmetics, etc.			2,783	145
Photographic goods:				
Cameras			95	5,806
Motion-picture films—				
Not exposed lin. ft.	811,837		17,714	
Exposed lin. ft.	728,518	134,691	23,174	9,892
Other sensitized goods			26,378	27,945
All other			1,938	
Plated ware (except cutlery and jewelry)			10,136	139
Plumbago, and manufactures of			35,263	1,232
Roofing felt and similar material			400	
Seeds:				
Grass—				
Clover lbs.	34,300		7,000	
Timothy lbs.	2,000		100	
All other seed			6,440	1,276
Shoe findings			529	
Silk, manufactures of			15,803	57
Silk, artificial, manufactures of				5,160
Soap:				
Toilet or fancy			10,193	295
All other lbs.	155,749	80	7,790	8
Spirits, wines, malt liquors, and other beverages			12,271	
Starch lbs.	21,325		1,024	
Stone (including marble), and manufactures of			4,085	986
Sugar and molasses:				
Sirup galls.	620,528	1	178,674	3
Sugar, refined lbs.	14,790,565	6,724,775	1,067,255	450,336
Surgical appliances			2,600	6,965
Tin, in pigs, bars, etc lbs.	35,374		21,695	
Tobacco:				
Unmanufactured—				
Leaf lbs.	3,979,950		396,420	
Stems and trimmings lbs.	1,148,907		26,597	
Manufactures of—				
Plug lbs.	37,723	5,725	16,440	3,090
Smoking lbs.	44,343	2,758	23,502	1,214
All other			5,906	170
Typewriter ribbons			5,787	402
Vegetables:				
Beans and dried peas bush.	2,778		11,508	
All other			4,750	31
Vulcanized fiber, and manufactures of			14,618	
Wax, manufactures of			7,400	33
Wood:				
Lumber—				
Boards, planks, and scantlings—				
Oak M ft.	59		2,455	
All other M ft.	354		33,358	
All other lumber			8,559	
All other			62,195	11,396
Wool, manufactures of:				
Cloths and dress goods yds.		43,685		65,615
Wearing apparel			3,378	5,430
All other			310,670	8,501
Zinc:				
Rolled in sheets, strips, etc lbs.	8,937		1,081	
All other manufactures of			1,775	
All other articles			312,421	7,318
Total domestic exports			44,037,098	3,420,415
Total foreign exports			646,414	702,135
Total exports			44,683,512	4,122,550

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
SWITZERLAND.				
Abrasives:				
Wheels, emery, and other			$5,357	$9,284
All other			15,353	3,713
Agricultural implements, and parts of:				
Hay rakes and tedders			268	6,057
Mowers and reapers			2,015	9,511
All other, and parts of			10,991	53,875
Babbitt metal lbs.	36,190		20,290	
Brass, manufactures of			354,824	96,431
Breadstuffs:				
Barley bush.	754,253	240,386	1,134,305	444,927
Bread and biscuit lbs.		73,840		10,440
Corn bush.		19,080		36,252
Corn meal and corn flour lbs.		31,868		332,671
Mill feed tons.	6,418		180,360	
Oats bush.		454,695		339,734
Preparations of, for table use				63,784
Oatmeal lbs.	8,154,900		369,000	
Rye bush.	46,540	391,005	97,736	773,110
Rye flour bbls.		16,209		185,299
Wheat bush.	6,045,799	496,709	12,028,332	1,187,003
Wheat flour bbls.	55	182,058	372	1,986,151
Cars, automobiles, and other vehicles:				
Automobiles, and parts of—				
Automobiles—Passenger No.	9	3	9,248	1,533
Parts of (not including engines and tires)			565	54
All other			287	12,966
Celluloid, and manufactures of				5,000
Chemicals, drugs, dyes, and medicines:				
Acids—				
Sulphuric lbs.	142,761		5,550	
All other			18,908	10,513
Bark, extracts of, for tanning			11,390	
Coal-tar distillates				44,442
Copper, sulphate of (blue vitriol) lbs.	992,362	2,464,250	144,140	234,424
Dyes and dyestuffs			11,395	127,397
Formaldehyde				12,256
Medicinal and pharmaceutical preparations			445	7,570
Soda, salts, and preparations of			20,705	40,312
All other			235,001	33,423
Clocks and watches: Watches, and parts of				11,283
Cocoa and chocolate, prepared, etc				29,783
Coffee, roasted or prepared lbs.		21,000		5,040
Copper:				
Refined copper in pigs, ingots, bars, rods, or other forms lbs.	879,375	3,752,285	297,729	953,021
Plates and sheets lbs.	125,951	19,183	41,480	8,484
Wire lbs.	246,536	427,536	74,523	122,138
All other manufactures of			26,837	66,350
Cotton:				
Unmanufactured—				
Upland and other lbs.	12,011,768	8,577,750	2,088,571	2,646,537
Linters lbs.	147,491	1,005,582	11,973	76,823
Manufactures of—				
Wearing apparel—				
Corsets			13,037	
All other			1,885	9,697
Yarn lbs.		202,047	28,842	62,074
All other			3,185	40,606
Dental goods			3,434	5,922
Electrical machinery, appliances, and instruments:				
Insulated wire and cables			4,313	13,856
Interior wiring supplies, etc., including fixtures			4,451	1,995
Motors			3,308	4,096
Telephones				2,110
Transformers				108,373
All other			115,392	157,931
Fibers, vegetable, manufactures of:				
Bags			4,000	
All other manufactures of			14,482	
Fruits:				
Apricots, dried lbs.	46,063	192,228	6,478	30,097
Prunes lbs.	101,338	166,615	8,336	18,122
All other			4,309	18,761

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
SWITZERLAND—continued.				
irniture of metal			$1,892	
ucose and grape sugar: Glucose (corn sirup)...lbs.	379,242	801,555	8,468	$45,858
ease:				
Lubricating				12,120
Soap stock and other				9,988
oney			3,576	
idia rubber, manufactures of:				
Boots and shoes—Shoes...pairs..	37,678	20,192	18,143	10,334
All other			13,142	12,241
on and steel:				
Pig iron...tons..	2,969		104,233	
Bars or rods of steel...lbs..	1,125,365	2,738,207	141,989	163,072
Billets, ingots, and blooms of steel...tons..	190	68	26,518	6,646
Car wheels and axles				2,236
Cutlery			1,401	774
Forgings, n. e. s				82,616
Hardware—Builders'			933	3,798
Other hardware				2,716
Machinery, machines, and parts of—				
Adding and calculating machines...No..	102	51	25,251	12,582
Cash registers, and parts of—				
Cash registers...No..	29		4,295	
Parts of			2,671	
Concrete mixers				9,091
Engines, and parts of			15,776	36,817
Metal-working machinery			117,889	178,264
Milling machinery, flour and grist				300
Sewing machines			9,830	
Shoe machinery			12,161	22,951
Typewriting machines			212,984	147,226
Woodworking machinery				4,942
All other machinery			72,944	56,634
Nails and wood screws—				
Wire nails...lbs..		459,647		25,198
All other nails (including tacks)...lbs..	16,505	63,713	939	12,431
Pipes and fittings—				
Cast...lbs..	218,470		12,869	
Wrought...lbs..	125,900	502,415	4,795	36,448
Sheets and plates—				
Galvanized iron and steel sheets...lbs..		118,568		8,622
Steel—				
Plates...lbs..	148,565	669,865	11,037	40,787
Sheets...lbs..	767,757	5,431,643	31,223	382,980
Structural iron and steel...tons..	11	98	1,227	12,877
Tin plates, terneplates, and taggers' tin...lbs..	265,190	8,625	16,740	1,331
Tools, n. e. s.—				
Saws			4,393	7,927
All other			14,743	5,586
Wire...lbs..	95,090	91,156	4,893	9,869
Manufactures of			907	27,296
All other manufactures of iron and steel			58,901	329,598
Lead—				
Pigs, bars, etc.—				
Produced from domestic ore...lbs..		200,141		21,014
Manufactures of				2,500
Leather:				
Belting			336	7,287
Patent			409	5,958
Sole...lbs..	706,287	997,444	279,370	599,706
Upper—				
Calf...sq. ft..	78,311	280,994	40,645	91,565
Kid...sq. ft..	229,125	618,821	108,246	209,911
Grain and split...sq. ft..		486,469		101,786
All other			661,356	345,078
All other leather, etc			144,434	39,861
Manufactures of—				
Boots and shoes—				
Men's...pairs..	3,521	6,202	11,490	23,220
Women's...pairs..	612	2,807	2,755	10,176
All other			26,624	111,178
Malt...bush..		262,837		438,529

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
SWITZERLAND—continued.				
Meat and dairy products:				
Meat products—				
Beef products—				
Beef, canned ..... lbs.	16,600	138,700	$4,136	[illegible]
Oleo oil ..... lbs.	95,881	182,641	20,377	[illegible]
Tallow ..... lbs.	33,151	110,601	4,012	[illegible]
Hog products—				
Bacon ..... lbs.	50,561	9,158	10,829	[illegible]
Lard ..... lbs.	.....	12,609,344	.....	[illegible]
Neutral lard ..... lbs.	66,022	.....	12,940	.....
Lard compounds and other substitutes for lard ..... lbs.	.....	497,469	.....	[illegible]
Sausage casings ..... lbs.	.....	22,400	.....	[illegible]
Stearin from animal fats ..... lbs.	.....	31,934	.....	[illegible]
All other meat products:				
Canned	.....	.....	.....	[illegible]
All other	.....	.....	7,650	[illegible]
Dairy products—Milk, condensed ..... lbs.	92,000	74,450	10,950	[illegible]
Metals, n. e. s.	.....	.....	.....	[illegible]
Naval stores: Rosin ..... bbls.	.....	120	.....	[illegible]
Oil cake and oil cake meal:				
Linseed—				
Cake ..... lbs.	.....	15,557,267	.....	[illegible]
Meal ..... lbs.	.....	5,731,520	.....	[illegible]
Oils:				
Animal oils ..... galls.	.....	10,560	.....	[illegible]
Mineral, refined or manufactured—				
Illuminating ..... galls.	.....	250,000	.....	[illegible]
Lubricating ..... galls.	516,490	310,316	75,700	[illegible]
Naphthas and light products of distillation—				
Gasoline ..... galls.	.....	550,200	.....	[illegible]
Vegetable—Fixed or expressed—				
Cottonseed ..... lbs.	1,153,628	2,592,833	153,974	[illegible]
All other	.....	.....	18,740	[illegible]
All other	.....	.....	2,100	.....
Paints, pigments, colors, and varnishes:				
White lead ..... lbs.	44,985	.....	3,711	.....
All other (including crayon)	.....	.....	6,666	[illegible]
Paper:				
Carbon paper	.....	.....	8,982	[illegible]
All other	.....	.....	5,523	[illegible]
Paraffin, refined ..... lbs.	.....	509,038	.....	[illegible]
Perfumeries, cosmetics, and all toilet preparations	.....	.....	3,024	[illegible]
Plates, electrotype and stereotype	.....	.....	3,583	.....
Plumbago, manufactures of	.....	.....	2,759	[illegible]
Roofing felt and similar materials	.....	.....	10,925	.....
Shoe findings	.....	.....	18,420	[illegible]
Soap, toilet or fancy	.....	.....	2,053	[illegible]
Spirits, wines, malt liquors, and other beverages:				
Spirits, distilled—				
Alcohol (including pure, neutral or cologne spirits) ..... pf. galls.	839,489	16,060	518,907	[illegible]
All other	.....	.....	4,400	[illegible]
Stone and manufactures of	.....	.....	219	[illegible]
Sugar, refined ..... lbs.	23,965,680	3,960	1,457,850	[illegible]
Tobacco:				
Unmanufactured—				
Leaf ..... lbs.	1,147,474	3,484,999	145,026	[illegible]
Stems and trimmings ..... lbs.	1,273,555	.....	28,655	.....
Manufactures of	.....	.....	5,042	[illegible]
Trunks, valises, and traveling bags	.....	.....	6,414	[illegible]
Typewriter ribbons	.....	.....	8,270	[illegible]
Vegetables	.....	.....	.....	[illegible]
Vulcanized fiber, and manufactures of	.....	.....	3,500	[illegible]
Wax, manufactures of	.....	.....	26,997	[illegible]
Wood, and manufactures of	.....	.....	3,024	[illegible]
Wool, manufactures of	.....	.....	5,780	[illegible]
Zinc, manufactures of	.....	.....	1,716	[illegible]
All other articles	.....	.....	21,925	[illegible]
Total domestic exports	.....	.....	22,290,609	[illegible]
Total foreign exports	.....	.....	35,170	[illegible]
Total exports	.....	.....	22,325,779	[illegible]

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
UNITED KINGDOM—ENGLAND.				
Abrasives:				
Wheels, emery and other			$1,268,947	$1,640,139
All other			480,558	299,672
Agricultural implements, and parts of:				
Hayrakes and tedders			48,585	54,898
Mowers and reapers			489,665	729,725
Planters and seeders			26,203	55,374
Plows and cultivators			219,930	1,405,298
All other, and parts of			802,424	2,371,313
Aluminum and manufactures of			5,829,241	1,890,870
Animals:				
Cattle.....No.		19		2,850
Hogs.....No.	1,909		24,976	
Horses.....No.	98,705	52,355	20,264,734	10,289,343
Mules.....No.	51,068	15,484	10,385,212	2,727,430
All other (including fowls)			17,754	218
Art works, paintings, and statuary			51,070	6,204
Asbestos, manufactures of			77,492	106,875
Asphaltum:				
Unmanufactured.....tons.	3,162	1,917	76,459	75,046
Manufactures of			93,429	36,204
Athletic and sporting goods			54,706	63,483
Babbitt metal.....lbs.	26,501	109,830	5,569	35,019
Blacking (including shoe paste and polish and other)			49,464	28,837
Brass:				
Scrap and old, fit only for remanufacture.....lbs.	153,906		25,572	
Bars, plates, sheets, etc.....lbs.	105,662,223	17,468,713	29,074,971	4,363,757
Cartridge shells, empty				829,931
Pipes and fittings				15,314
Wire.....lbs.		1,123,879		448,334
All other manufactures of			179,252,815	1,469,858
Breadstuffs:				
Barley.....bush.	6,706,849	14,173,970	7,897,070	21,576,900
Bran and middlings.....tons.	190	352	5,799	15,217
Bread and biscuit.....lbs.	192,839	487,121	17,562	73,549
Corn.....bush.	19,510,967	18,195,250	22,081,096	33,546,670
Corn meal and corn flour.....bbls.	136,672	942,504	791,592	9,192,968
Millfeed.....tons.	13,348	47	533,559	1,614
Oatmeal.....lbs.	61,228,708	287,386,633	2,428,789	14,233,000
Oats.....bush.	14,659,314	55,385,218	10,271,589	45,607,012
Preparations of, for table food			3,872,124	4,836,126
Rice.....lbs.	2,023,597	68,407,565	137,425	4,947,413
Rye.....bush.	284,814	4,581,546	564,989	9,106,238
Rye flour.....bbls.	1,005	205,307	7,111	2,102,002
Wheat.....bush.	58,120,945	13,410,571	119,772,397	32,234,562
Wheat flour.....bbls.	1,799,491	8,681,665	13,025,545	97,412,187
All other			102,640	2,333,069
Bronze, manufactures of			349,217	106,643
Brushes			70,038	77,400
Buttons, and parts of			452,911	386,277
Cars, automobiles, and other vehicles:				
Aeroplanes, and parts of—				
Aeroplanes.....No.	12	4	170,954	27,775
Parts of			1,615,913	4,362,543
Automobiles, and parts of—				
Commercial.....No.	6,525	4,805	17,061,105	13,438,981
Passenger.....No.	1,268	742	1,444,346	1,712,672
Parts of (not including engines and tires)			6,121,211	6,329,114
Cars, for steam railways			61,010	
Cars, for other railways.....No.		16	32,055	28,000
Bicycles, tricycles, etc			107,585	57,576
Motorcycles.....No.	287	28	61,710	5,706
Motor warehouse and motor station trucks.....No.		35		30,202
Wagons.....No.	213	172	93,254	20,200
Wheelbarrows, push carts, and hand trucks			48,892	14,119
All other, and parts of			1,356,639	1,957,318
Celluloid, and manufactures of			899,242	1,027,137
Chalk			27,529	14,560
Chemicals, drugs, dyes, and medicines:				
Acids—				
Picric.....lbs.		24,740		25,000
Sulphuric.....lbs.	8,266,175	785,467	147,770	20,107
All other			3,567,253	2,210,093
Alcohol, wood.....galls.	487,076	508,759	500,297	556,879
Baking powder.....lbs.	2,210,903	1,997,445	311,112	618,432

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
UNITED KINGDOM—ENGLAND—continued.				
Chemicals, drugs, dyes, and medicines—continued.				
Bark, extracts of, for tanning			$1,458,207	$2,199,295
Coal-tar distillates, n. e. s				1,039,285
Dyes and dyestuffs			1,874,421	2,384,384
Formaldehyde				175,105
Glycerin lbs.		214,953		115,279
Infants' food				248,948
Lime—				
Acetate of lbs.	1,067,367	101,150	69,928	6,812
Chloride of lbs.		330,307		7,691
Medicinal and pharmaceutical preparations			1,912,088	1,419,875
Petroleum jelly, etc			359,794	473,068
Potash				92,275
Roots, herbs, and barks			280,814	179,791
Soda, salts, and preparations of			992,928	1,183,256
Sulphur or brimstone tons.	27,572	19,216	552,253	384,320
Washing powder and fluid lbs.	35,100	62,000	1,769	3,720
All other			13,391,714	9,829,288
Chewing gum			608,750	1,294,669
Clays tons.	1,773	325	30,915	7,377
Clocks and watches:				
Clocks, and parts of			465,628	131,485
Watches, and parts of			476,895	567,333
Coal and coke:				
Coal—				
Anthracite tons.		1,658		9,717
Bituminous tons.	10,578	41,930	39,674	182,835
Coke tons.	6,057	2,594	38,076	26,714
Cocoa and chocolate, prepared or manufactured (not including confectionery)			1,549,389	600,080
Coffee lbs.	326,506	3,181	75,629	629
Confectionery			341,769	1,927
Copper:				
Unrefined, black, etc lbs.	7,778,778	1,509,016	2,232,071	354,618
Refined, pigs, ingots, bars, etc lbs.	264,453,150	300,757,696	72,756,451	83,649,606
Old and scrap lbs.	31,864		9,500	
Pipes and tubes lbs.		3,237,481		1,224,254
Plates and sheets lbs.	9,312,263	18,332,619	2,511,694	4,959,549
Wire lbs.	4,176,495	2,358,387	1,344,767	611,724
All other manufactures of			8,509,319	181,993
Cork, manufactures of			24,137	60,887
Cotton:				
Unmanufactured—				
Sea-island lbs.	643,525	225,055	289,906	199,429
Upland and other (including linters) lbs.	1,444,683,689	1,176,829,964	264,331,698	349,079,854
Manufactures of—				
Cloths—				
Unbleached yds.	3,357,517	97,787	1,308,858	79,870
Bleached yds.	214,270	35,774	71,329	5,020
Colored—				
Printed yds.	29,584	13,891	3,544	4,347
Dyed in the piece yds.	55,424	147,091	6,599	31,671
All other yds.	418,705	183,900	51,058	46,856
Rags (except paper stock) lbs.	207,650	565,158	23,405	44,145
Waste, cotton lbs.	18,217,461	38,093,594	2,361,669	6,928,016
Wearing apparel—				
Corsets			165,868	108,187
Knit goods			4,227,663	1,907,338
All other			214,473	155,033
Yarn lbs.		12,891	45,371	5,564
All other			1,283,620	490,575
Dental goods:				
Teeth			9,600	42,795
All other			475,054	308,175
Earthern, stone, and china ware			45,735	12,985
Eggs doz.	3,628,882	3,097,937	1,206,982	1,366,688
Egg yolks, canned eggs, etc			21,356	308,194
Electrical machinery, appliances, and instruments:				
Batteries			861,117	678,568
Carbons				56,136
Dynamos or generators			62,787	26,379
Fans No.	1,821	274	21,084	4,024
Insulated wire and cables			755,385	112,426
Interior wiring supplies and fixtures			51,533	112,278
Lamps No.	59,462	17,769	14,657	4,278

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
UNITED KINGDOM—ENGLAND—continued.				
Electrical machinery, appliances, etc.—Continued.				
Magnetos, spark plugs, etc				$715,464
Meters and other measuring instruments			$29,778	61,607
Motors			533,808	849,548
Switches and accessories				63,206
Telegraph instruments			36,090	36,672
Telephones			50,979	117,380
Transformers			13,173	1,763
All other			4,561,103	2,226,518
Explosives:				
Cartridges, loaded			16,994,234	549,414
Fuses				3,094,693
Gunpowder	lbs.	144,349,392	144,812,749	110,973,407	113,073,711
Shells and projectiles				690,309
All other			116,007,594	980,791
Feathers			16,706	500
Ferrotungsten, and tungsten metal	lbs.	586,766	34,571	1,314,891	46,340
Ferrovanadium	lbs.	1,581,555	1,022,758	1,507,494	1,271,720
Fertilizers:				
Land pebble	tons.	16,794	28,115	47,765	119,502
All other	tons.		4,350		21,750
Fibers, vegetable, manufactures of:				
Bags				179,725	68,186
Cordage	lbs.	2,091,067	613,761	252,141	83,609
Twine—					
Binder	lbs.	10,891,063	12,659,446	1,338,015	2,358,752
All other				320,662	206,186
All other				241,802	154,483
Fire extinguishers				377,655	597,222
Fish:					
Fresh, except salmon	lbs.	3,008,580	3,411,035	187,828	344,823
Salmon—					
Canned	lbs.	74,941,169	46,415,026	8,536,248	7,447,389
All other				155,089	148,547
Canned (except salmon and shellfish)				220,406	2,989,059
Shellfish—					
Oysters				72,810	391
All other				149,847	336,838
All other fish and fish products				39,043	69,703
Flavoring extracts and fruit juices				98,135	308,378
Fly paper and traps				9,045	11,655
Fruits and nuts:					
Fruits—					
Apples, dried	lbs.	2,641,041	634,091	204,769	75,723
Apples, green or ripe	bbls.	842,412	1,766	4,077,721	9,589
Apricots, dried	lbs.	540,664	757,706	75,903	101,090
Oranges	boxes.	14,787	3,181	48,125	16,294
Peaches, dried	lbs.	1,082,561	1,477,169	78,828	170,280
Pears, green or ripe				515,410	6,128
Prunes	lbs.	10,220,880	4,725,926	944,340	469,373
Raisins and other dried grapes	lbs.	10,085,959	6,572,312	1,014,980	594,659
All other, green, ripe, or dried				466,481	284,093
Prepared or preserved—					
Canned				3,566,128	3,010,216
All other				3,722	62,871
Nuts				315,967	41,684
Furniture of metal				58,783	18,490
Furs and fur skins:					
Raw or unmanufactured				6,594,532	7,866,242
Dressed, and manufactures of				1,913,053	847,836
Glass and glassware:					
Bottles, vials, demijohns, carboys, and jars				454,945	103,485
Cylinder, crown, and common window glass,	box, 50 sq ft.	20,841		70,306	
Plate glass	sq ft.	155,759	9,536	42,005	2,966
All other				910,360	177,611
Glucose and grape sugar:					
Glucose (corn sirup)	lbs.	111,600,399	39,662,980	4,098,194	2,390,251
Grape sugar (corn sugar)	lbs.	33,906,858	14,399,900	1,047,738	899,654
Glue	lbs.	601,601	785,769	72,756	77,757
Gold and silver, manufactures of (including jewelry):					
Gold and silver, manufactures of				46,837	12,139
Jewelry				79,785	5,417
Grease:					
Lubricating				696,679	610,778
Soap stock and other				95,161	9,317

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
UNITED KINGDOM—ENGLAND—continued.				
Hair, animal, and manufactures of:				
Unmanufactured			3995,294	3668,553
Manufactures of			114,091	41,030
Hats and materials for:				
Men and boys				8,688
All other			2	2,679
Hay.....tons..	529	2,156	12,080	57,034
Hides and skins (except fur skins), raw:				
Cattle.....lbs..		302,824		101,088
All other.....lbs..	34,306	429,368	13,151	183,856
Honey.....lbs..		11,542,515	574,724	1,785,971
Hops.....lbs..	823,654	102,876	101,939	16,869
Household and personal effects			142,802	31,135
India rubber, manufactures of:				
Scrap and old.....lbs..	890,194	3,143	148,488	820
Reclaimed.....lbs..	483,620	40,134	94,292	10,496
Belting, hose, and packing			523,875	458,074
Boots and shoes—				
Boots.....pairs..	343,487	131,960	694,473	455,946
Shoes.....pairs..	1,885,947	250,500	847,653	128,457
Druggists' rubber sundries				142,308
Tires—				
For automobiles			2,569,901	618,071
All other			1,063,585	36,676
All other manufactures of			2,443,481	1,300,981
Ink:				
Printers'			24,292	26,509
All other			34,012	29,613
Instruments and apparatus for scientific purposes:				
Medical and surgical			38,956	70,803
Optical			807,258	300,105
All other			470,017	657,214
Iron and steel, and manufactures of:				
Pig iron.....tons..	128,328	87,734	3,383,861	2,064,345
Scrap and old, etc.....tons..	1,998	290	60,810	4,440
Bar iron.....lbs..	6,080,584	3,305,426	130,277	172,626
Bars and rods of steel—				
Wire rods.....lbs..	80,278,411	66,938,018	2,237,785	2,754,393
All other.....lbs..	167,776,695	85,578,011	5,532,752	3,979,788
Billets, ingots, and blooms, etc.....tons..	500,401	782,771	37,398,829	64,770,702
Bolts, nuts, rivets, and washers.....lbs..	9,251,924	5,705,019	552,270	452,431
Car wheels and axles			11,271	210,555
Castings, n. e. s			4,373,328	290,218
Chains				42,596
Cutlery—				
Razors			439,416	468,313
All other			146,339	596,281
Enamel ware			102,603	25,052
Firearms			37,394,812	22,442,769
Forgings				23,412,401
Hardware—Builders'—				
Locks			11,017	31,476
Hinges and other			206,542	51,845
Other hardware				68,814
Hoop, band, or scroll.....lbs..	10,726,351	3,457,422	508,722	198,378
Horseshoes.....lbs..	3,045,195	159,375	174,815	6,711
Machinery, machines, and parts of—				
Adding machines.....No..	2,950	3,593	558,805	791,338
Air-compressing machinery			64,044	89,978
Cash registers.....No..	1,234	10	105,246	2,193
Parts of			4,203	4,075
Cream separators.....No..	104	554	3,508	27,428
Elevators and elevator machinery			146,049	108,161
Engines, and parts of—				
Electric locomotives.....No..	3	3	14,780	7,692
Internal-combustion engines—				
Gas—Stationary.....No..	1,711	502	128,726	53,445
Gasoline—				
Automobile.....No..	4,858	3,714	506,174	411,365
Marine.....No..	783	341	93,173	174,988
Stationary.....No..	3,727	1,166	350,544	134,413
Traction and caterpillar.....No..	2,926	8,862	4,747,841	8,807,131
Kerosene engines.....No..		3,458		1,146,426
Steam engines—				
Locomotive.....No..	65	241	513,718	6,598,785
Marine.....No..	2	13	2,421	3,554
Stationary.....No..	4	10	2,595	43,099
Traction and caterpillar.....No..	151	676	701,238	650,601

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
UNITED KINGDOM—ENGLAND—continued.				
Iron and steel—Continued.				
Machinery, machines, and parts of—Continued.				
Engines, and parts of—Continued.				
All other engines.....No..	1,568	563	$515,129	$717,560
Boilers				35,972
Boiler tubes				27,229
Parts of			1,894,702	5,739,133
Excavating machinery				172,109
Laundry machinery—				
Power machines			96,260	106,734
All other			29,867	37,610
Lawn mowers			748	1,891
Metal-working machinery			15,835,434	17,537,334
Meters, gas and water			28,746	11,240
Milling machinery (flour and grist)			18,362	83,863
Mining machinery—				
Oil well			25,898	43,135
All other			955,890	569,955
Paper and pulp mill machinery			20,295	37,065
Printing presses			147,084	70,344
Pumps and pumping machinery			546,418	347,788
Refrigerating machinery			15,998	53,438
Sewing machines			414,070	422,407
Shoe machinery			260,225	188,098
Sugar-mill machinery			5,659	11,095
Textile machinery			961,085	648,087
Typesetting machines, linotype and other			83,626	139,302
Typewriting machines			2,436,578	646,274
Woodworking machinery			138,196	221,486
All other, and parts of			5,106,727	4,537,761
Nails and wood screws—				
Cut.....lbs..	1,145,401	1,498,795	39,416	66,066
Wire.....lbs..	79,073,330	59,547,136	2,937,935	2,878,419
All other (including tacks).....lbs..	4,003,387	2,760,596	242,873	176,245
Wood screws				17,665
Needles				19,751
Pipes and fittings—				
Cast.....lbs..	5,780,222	2,821,812	206,576	163,599
Wrought.....lbs..	23,926,504	14,855,308	977,947	917,641
Radiators and cast-iron house-heating boilers..lbs..	276,459	48,643	10,623	2,123
Railroad spikes.....lbs..	43,600	1,209,400	1,246	74,098
Rails, for railways, of steel.....tons..	9,165	2,531	397,511	26,481
Switches, frogs, splice bars, etc			69,146	73,901
Scales and balances			183,324	222,867
Sheets and plates—				
Iron—				
Galvanized.....lbs..	2,593,400	67,953	91,582	6,406
All other.....lbs..	4,390,314	1,461,046	164,829	97,397
Steel—				
Plates.....lbs..	16,674,253	72,876,469	421,263	2,796,538
Sheets.....lbs..	16,293,835	1,403,392	485,663	70,409
Shells and projectiles, empty				19,770,211
Ship and tank plates.....lbs..		1,437,254		81,080
Stoves, ranges, and parts of			375,674	26,394
Structural iron and steel.....tons..	9,217	3,852	532,580	298,838
Tin plates, and manufactures of—				
Tin plates, terneplates, and taggers tin.....lbs..	16,272,297	2,984,516	730,368	245,891
All other manufactures of			390,095	58,807
Tools, n. e. s—				
Axes.....No..	18,455	17,638	11,630	11,429
Augers, bits, and drills				545,033
Files and rasps				235,933
Hammers and hatchets			42,188	76,496
Saws			1,233,510	1,235,929
Shovels and spades			2,942	875
All other			3,329,531	2,408,297
Wire, and manufactures of—				
Wire—				
Barbed.....lbs..	7,943,396	17,877,844	308,065	699,701
All other.....lbs..	28,209,152	18,243,628	1,175,884	906,507
Manufactures of—				
Woven-wire fencing			21,026	16,486
All other			945,957	412,863
All other manufactures of iron and steel			116,700,024	4,284,375
Ivory, and manufactures of, and scrap			28,902	
Lamps, chandeliers, etc. (except electric)			557,452	323,711

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
UNITED KINGDOM—ENGLAND—continued.				
Lead:				
Pigs, bars, etc.—				
Produced from domestic ore.....lbs..	5,178,269	75,267,530	$314,424	$5,891,
Produced from foreign ore.....lbs..	744,246	39,377,465	40,662	3,169,3[illegible]
All other manufactures of.....	.....	.....	369,789	77,688
Leather:				
Belting.....	.....	.....	322,183	171,986
Glove.....	.....	.....	31,207	9,003
Patent.....	.....	.....	1,804,789	681,018
Sole.....lbs..	39,022,384	10,487,659	15,211,699	5,202,190
Upper—				
Calf.....sq. ft..	5,907,433	3,352,203	2,434,384	1,380,463
Kid.....sq. ft..	34,826,821	14,023,958	10,794,415	4,622,286
Grain and split.....sq. ft..	.....	2,063,407	.....	592,606
All other.....	.....	.....	5,315,812	2,334,507
All other leather, etc.....	.....	.....	1,049,013	1,226,837
Manufactures of—				
Boots and shoes—				
Children's.....pairs..	85,229	216	117,662	510
Men's.....pairs..	276,518	68,985	791,503	135,489
Women's.....pairs..	1,051,398	11,611	2,469,948	26,137
Gloves.....doz. prs..	.....	2,509	.....	21,858
Harness and saddles.....	.....	.....	5,042	315
All other.....	.....	.....	1,539,180	679,010
Leather, imitation.....	.....	.....	127,327	26,890
Lime.....bbls..	260	1,885	814	2,397
Malt.....bush..	70,228	9,548	98,733	17,264
Matches.....	.....	.....	.....	19,493
Meat and dairy products:				
Meat products—				
Beef products—				
Beef, canned.....lbs..	39,888,137	45,520,302	9,886,993	14,046,148
Beef, fresh.....lbs..	124,724,442	290,462,429	17,201,199	53,191,628
Beef, pickled, or other cured.....lbs..	5,372,143	3,677,297	743,752	669,335
Oleo oil.....lbs..	29,863,707	46,871,258	4,979,206	9,895,197
Oleomargarine, imitation butter.....lbs..	308,500	103,358	39,685	23,677
Tallow.....lbs..	157,171	136,470	17,831	33,005
Hog products—				
Bacon.....lbs..	328,841,852	506,566,146	61,625,902	140,565,895
Hams and shoulders, cured.....lbs..	188,935,615	351,014,785	35,261,365	90,255,940
Lard.....lbs..	173,421,826	152,413,888	31,749,040	36,968,818
Neutral lard.....lbs..	8,126,823	3,375,080	1,526,893	833,190
Pork, canned.....lbs..	3,125,419	1,898,533	930,457	788,690
Pork, fresh.....lbs..	23,780,356	8,214,007	3,648,382	1,976,897
Pork, pickled.....lbs..	5,492,758	1,880,825	841,635	442,315
Lard compounds, and substitutes for lard...lbs..	9,770,682	4,129,569	1,414,388	893,981
Mutton.....lbs..	168,627	77,895	24,731	17,638
Poultry and game.....	.....	.....	1,134,206	1,090,288
Sausage—				
Canned.....lbs..	1,479,258	1,384,753	350,908	379,539
All other.....lbs..	436,133	280,320	88,600	74,842
Sausage casings.....lbs..	575,291	2,020,210	192,898	1,456,507
Stearin from animal fats.....lbs..	1,041,538	884,848	148,016	165,443
All other meat products—				
Canned.....	.....	.....	2,211,990	2,897,023
All other.....	.....	.....	2,103,511	3,216,775
Dairy products—				
Butter.....lbs..	20,589,068	13,982,384	6,622,494	5,275,769
Cheese.....lbs..	50,924,073	34,845,841	11,789,044	8,056,904
Milk—				
Condensed.....lbs..	89,004,231	238,036,558	7,899,701	28,830,974
All other (including cream).....	.....	.....	.....	69,180
Metal polish.....	.....	.....	10,894	9,981
Metals, n. e. s.....	.....	.....	.....	243,384
Nickel silver.....	.....	.....	3,422	1,841
Mica, manufactures of.....	.....	.....	5,707	4,423
Motor boats.....No..	1	1	8,160	1,200
Mucilage and paste.....	.....	.....	65,998	50,571
Musical instruments, and parts of:				
Organs.....No..	43	.....	1,925	.....
Pianos—Player-pianos.....No..	1	38	575	7,500
All other, and parts of.....	.....	.....	140,454	76,495
Naval stores:				
Rosin.....bbls..	628,792	239,420	4,114,593	1,766,499
Tar, turpentine, and pitch.....bbls..	32,140	16,267	180,605	151,361
Turpentine spirits of.....galls..	5,069,620	1,350,132	2,362,522	629,689

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
UNITED KINGDOM—ENGLAND—continued.				
Steel:				
Nickel, nickel oxide, and matte.....lbs..	10,024,301	7,977,562	$3,607,762	$3,001,622
Manufactures of.....			410,594	231,030
Tools, n. e. s.....			45,815	129,732
Cake and oil-cake meal:				
Corn.....lbs..	3,986,600	220,089	81,043	3,988
Cottonseed—				
Cake.....lbs..	35,698,602	449,340	631,623	10,000
Meal.....lbs..	148,861,318	16,873,792	2,388,938	392,166
Linseed or flaxseed.....lbs..	66,591,981	91,368,929	1,325,485	2,361,442
All other.....lbs..	6,386,183	782,609	106,004	14,528
Cloth and linoleum:				
For floors.....sq. yds..	80		97	
All other.....			14,965	12,821
Oils:				
Animal—				
Fish.....galls..		179,575		183,368
Lard.....galls..	89,005	19,000	98,223	31,917
All other.....galls..	58,571	135,558	62,415	128,464
Mineral, crude (including all natural oils)....galls..	969,010	495,332	28,097	30,983
Mineral, refined or manufactured—				
Gas oil and fuel oil.....galls..	525,145,152	695,856,472	17,914,824	37,920,707
Illuminating.....galls..	129,260,439	163,053,672	7,261,775	11,937,735
Lubricating and heavy paraffin oil.....galls..	103,165,179	101,117,545	17,488,116	24,562,592
Naphthas, etc.—				
Gasoline.....galls..	59,060,460	74,157,042	11,660,848	17,007,128
All other.....galls..	84,268,950	65,817,316	16,067,421	16,135,174
Residuum, n. e. s.....galls..	21,700	24,856	1,900	2,949
Vegetable—				
Fixed or expressed—				
Cottonseed.....lbs..	13,454,840	25,209,392	1,842,962	4,726,822
All other.....			107,817	296,377
Volatile or essential—				
Peppermint.....lbs..	49,102	32,228	101,342	96,684
All other.....			322,311	212,008
Paints, pigments, colors, and varnishes:				
Dry colors—				
Lampblack.....			585,577	451,140
All other.....			452,322	134,499
Ready-mixed paint.....galls..	3,752	1,054	7,185	3,306
Varnish.....galls..	66,355	8,107	51,229	17,072
White lead.....lbs..	8,832,238	1,996,292	751,051	181,921
Zinc, oxide of.....lbs..	13,259,373	8,222,140	1,322,918	831,783
All other (including crayons).....			397,336	581,340
Paper:				
Books, music, maps, engravings, etchings, photographs, and other printed matter.....			783,747	190,730
Boxes and cartons.....			28,247	9,457
Carbon paper.....			66,054	607
Cash register and adding machine paper.....			(a)	22,834
Paper board.....			167,712	63,455
Paper hangings.....			13,314	5,116
Playing cards.....			953	25
Printing paper—				
News print.....lbs..	6,951,270	8,056,340	184,352	454,348
All other.....lbs..	7,870,531	1,647,427	464,337	139,928
Tissue and toilet paper.....			(a)	56,354
Wrapping paper.....lbs..	13,435,351	3,068,672	667,187	348,749
Writing paper and envelopes.....			182,198	70,230
All other.....			415,607	145,194
Paraffin and paraffin wax.....lbs..	136,636,271	110,487,011	5,461,992	7,497,581
Pencils and leads (except slate).....			1,007,460	1,015,487
Penholders.....gross..	73,575	25,123	120,270	49,454
Pens—				
Fountain.....No..	9,672	4,108	6,429	1,978
Metallic (except gold).....gross..	202,129	91,999	89,008	32,816
Perfumeries, cosmetics, and all toilet preparations.....			719,977	134,548
Phonographs, graphophones, etc., and records, and materials for:				
Phonographs, graphophones, etc.....No..	871	1,384	43,481	125,212
Records, and materials for.....			193,785	73,345

a Included in "all other" prior to 1918.

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
UNITED KINGDOM—ENGLAND—continued.				
Photographic goods:				
Cameras			$861,305	$646
Motion-picture films—				
Not exposed....lin. ft.	28,186,271	17,514,540	592,891	476,567
Exposed....lin. ft.	30,104,629	18,603,518	2,223,938	1,440,272
Other sensitized goods			1,172,197	700,641
Other apparatus			195,855	59,105
All other			542,011	612,218
Plated ware (except cutlery and jewelry)			149,226	94,535
Plates, electrotype and stereotype			55,248	66,425
Platinum			180,215	
Plumbago or graphite:				
Unmanufactured....lbs.	961,009	2,187,535	67,252	147,591
Manufactures of			280,373	138,147
Quicksilver....lbs.	292,554	65,344	269,626	81,000
Roofing felt, and like material			258,243	129,531
Sand and gravel			6	9,435
Seeds:				
Flaxseed....bush.	42	14,890	66	63,421
Grass—				
Clover....lbs.	1,360,855	2,031,835	249,174	536,697
Timothy....lbs.	1,632,768	534,895	109,806	46,794
All other....lbs.	589,237	603,852	66,784	128,901
All other			323,486	487,003
Shells			13,678	43,289
Shoe findings			121,678	89,802
Silk, manufactures of			368,298	308,421
Silk, waste....lbs.	13,486		8,984	
Silk, artificial, manufactures of			368,563	908,549
Soap:				
Toilet or fancy			29,032	5,415
All other....lbs.	204,644	147,684	11,072	10,327
Spices			1,367	11,271
Spirits, wines, malt liquors, and other beverages:				
Spirits, distilled—				
Alcohol, etc. (except wood)....pf. galls.	287,793	20,415	242,205	28,596
Rum....pf. galls.	74,231		102,503	
Whisky....pf. galls.	1,084	166	1,710	737
All other....pf. galls.	291,355	2,090	313,542	3,166
Wines....galls.	85,575	13,753	44,816	7,090
All other			38,487	1,113
Sponges....lbs.	22,213	30,545	15,907	25,006
Starch....lbs.	96,498,389	37,301,173	3,075,309	2,200,131
Stearin, vegetable....lbs.	35,851	201,600	4,312	49,800
Stone, and manufactures of (including marble)			170,792	95,853
Straw and palm leaf, and manufactures of			26,252	2,035
Sugar and molasses:				
Molasses....galls.	1,131,558	1,423,109	80,589	218,727
Sirup....galls.	6,048,270	6,193,929	2,621,065	3,889,376
Sugar, refined....lbs.	154,133,542	67,699,377	9,417,531	4,346,035
Surgical appliances (not including instruments)			701,327	668,148
Theatrical effects			28,150	
Suspenders and garters				76,354
Tobacco:				
Unmanufactured—Leaf....lbs.	112,191,178	77,861,108	21,114,015	27,496,371
Stems and trimmings....lbs.	62,000	19,470	3,100	5,103
Manufactures of—				
Cigarettes....M..	28,871	1,322,618	69,358	3,402,094
Plug....lbs.	1,479,221	1,131,734	357,032	325,962
Smoking....lbs.	618,490	187,907	272,532	119,713
All other			226,353	243,934
Toys			42,025	5,864
Trunks, valises, and traveling bags			1,586	819
Typewriter ribbons			40,549	9,210
Umbrellas and parasols			40,436	39,793
Vegetables:				
Beans and dried peas....bush.	322,206	55,210	1,474,423	282,833
Pickles and sauces			102,905	76,148
Vegetables, canned			1,627,337	2,313,401
All other			37,534	42,758
Vulcanized fiber, and manufactures of			478,121	527,159
Wall boards			8,599	21,786
Wax, manufactures of			51,988	160,014
Whalebone....lbs.	19,288		24,606	

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
UNITED KINGDOM—ENGLAND—continued.				
ı:				
ɜs and round timber—				
Hickory.....M ft..	29	.....	$1,191	.....
Valnut.....M ft..	1,209	.....	128,933	.....
ıll other.....M ft..	582	94	29,962	$6,070
ınber—				
Hewn.....M ft..	258	667	12,468	21,310
Sawed, pitch pine.....M ft..	52,898	20,391	1,224,614	608,090
All other—softwood.....M ft..	.....	2,239	.....	73,632
ımber—				
Boards, planks, and scantling—				
Cypress.....M ft..	765	10,307	38,160	794,223
Fir.....M ft..	9,859	13,095	153,053	671,420
Gum.....M ft..	1,540	10,352	64,812	616,226
Oak.....M ft..	1,880	8,478	79,436	534,167
Pine—				
White.....M ft..				
Yellow—Pitch.....M ft..	289	1,809	13,399	182,454
All other.....M ft..	28,779	4,048	737,160	201,378
Poplar.....M ft..	1,368	2,652	29,904	150,343
Spruce.....M ft..	1,858	12,974	94,183	857,394
All other.....M ft..	24,880	40,089	1,367,940	3,773,102
Hardwood.....M ft..	28,273	3,695	2,975,463	231,233
Railroad ties.....No..	.....	29,670	.....	6,263,885
Shooks—	372,454	18,069	209,440	14,005
Box.....			311,904	24,580
All other.....No..	15,909	671	27,152	3,569
Staves.....No..	6,482,518	4,930,372	662,738	678,637
All other lumber.....			796,000	577,335
Boat oars and paddles.....			.....	120,530
Furniture.....			35,223	58,394
Handles, implements and tool.....			.....	594,809
Heading.....			10,144	33,806
Trimmings, moldings, etc.....			1,828	5,184
Woodenware.....			37,104	884
Wood pulp.....tons..	7,207	9,835	745,942	1,128,928
All other manufactures of.....			2,013,639	1,394,944
ool:				
Unmanufactured.....lbs..	.....	16,000	.....	13,915
Manufactures of—				
Wearing apparel.....			53,170	73,492
Woolen rags.....lbs..	11,700,789	6,176,750	1,384,748	718,969
All other manufactures of.....			200,275	86,859
ınc:				
Dross.....lbs..	10,637,105	29,008,325	876,446	2,130,057
Pigs, bars, plates, and sheets.....lbs..	198,378,560	118,591,120	25,933,231	11,958,340
All other, and manufactures of.....			110,601	143,792
ıll other articles.....			763,939	248,861
Total domestic exports.....			1,861,715,604	1,843,408,640
Total foreign exports.....			5,338,064	5,932,888
Total exports.....			1,867,053,668	1,849,341,528
UNITED KINGDOM—SCOTLAND.				
Abrasives:				
Emery wheels and other.....			5,020	28,264
All other.....			30,021	3,574
Agricultural implements, and parts of:				
Mowers and reapers.....			3,498	71,627
Plows and cultivators.....			57,241	32,742
All other, and parts of.....			26,490	310,963
Aluminum, and manufactures of.....			281,188	183,575
Animals:				
Horses.....No..	1,405	3,860	329,960	880,160
Mules.....No..	235	3,205	58,475	642,240
Asphaltum.....			3,069	1,653
Babbitt metal.....lbs..	138,332	3,023	48,993	1,270
Brass, and manufactures of:				
Bars, plates, sheets, etc.....lbs..	11,148,835	692,355	2,936,210	169,256
Wire.....lbs..	.....	101,760	.....	42,907
All other manufactures of.....			14,253,033	3,616

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Value	
	1917	1918	1917	1918
EUROPE—Continued.				
UNITED KINGDOM—SCOTLAND—continued.				
Breadstuffs:				
Barley.....bush..	1,522,823	2,664,550	$1,845,263	3,1
Bran and middlings.....tons..	503		19,890	
Corn.....bush..	3,264,058	2,524,896	3,735,285	4,0
Corn meal and flour.....bbls..	40,967	157,741	230,737	1,4
Millfeed.....tons..	3,342	88	141,198	
Oatmeal.....lbs..	6,946,665	29,457,650	257,743	1,0
Oats.....bush..	230,000	3,485,212	146,010	2,0
Preparation of, for table food			333,717	6
Rice.....lbs..	101	5,115,920	6	3
Rye.....bush..	840,389	1,388,533	1,421,921	2,3
Rye flour.....bbls..	713	26,264	3,856	2
Wheat.....bush..	4,496,799	1,091,786	9,487,706	2,5
Wheat flour.....bbls..	1,053,302	1,297,185	7,704,254	14,4
All other			57,056	2
Bronze, manufactures of			85,645	
Brushes			1,021	
Buttons, and parts of			12,119	
Cars, automobiles, and other vehicles:				
Aeroplanes, parts of			47,418	
Automobiles—				
Commercial.....No..		447		1,3
Passenger.....No..	4	150	2,991	2
Parts of (not including engines and tires)			22,146	
Cars, for steam railways, all other.....No..		1	23,545	1
Cars for other railways			5,799	
All other, and parts of			23,440	2
Celluloid, and manufactures of			7,060	
Chemicals, drugs, dyes, and medicines:				
Acids			225,013	5
Alcohol, wood.....galls..	17,827		7,013	
Baking powder.....lbs..	305,356	13,191	111,432	
Bark, extracts of, for tanning			28,203	1
Dyes and dyestuffs			284,217	17
Lime, acetate of.....lbs..	466,010	226,161	24,775	1
Medical and pharmaceutical preparations			16,060	
Petroleum jelly, etc			21,613	1
Soda, salts, and preparations of			1,750	7
Sulphur or brimstone.....tons..	498		11,250	
Washing powder and fluid.....lbs..	21,031		1,075	
All other			1,369,798	1,0
Chewing gum			16,932	3
Clocks and watches:				
Clocks, and parts of			86,627	1
Watches, and parts of			7,537	
Coal and coke:				
Coal—				
Bituminous.....tons..		4,059		1
Cocoa and chocolate, prepared or manufactured (not including confectionery)			34,675	
Confectionery			57,636	
Copper:				
Pigs, ingots, bars, rods, etc.....lbs..	18,398,043	9,550,895	5,136,660	2,4
Pipes and tubes.....lbs..		86,700		3
Plates and sheets.....lbs..	672,038	672,406	174,730	1
Wire.....lbs..	5,659		1,966	
All other manufactures of			925,750	
Cotton:				
Unmanufactured—				
Upland and other (including linters).....lbs..	611,264	16,495,383	122,497	5,4
Manufactures of—				
Cloth—				
Unbleached.....yds..	1,399,389		738,178	
Bleached.....yds..	19,121	100,290	12,485	2
Colored.....yds..	85,452		14,952	
Mill waste.....lbs..	5,782	1,024,766	879	2
Wearing apparel—				
Knit goods			181,888	
All other			1,441	
Yarn			7,688	
All other			39,207	1,3
Dental goods			5,306	3
Eggs.....doz..	730,310	581,858	254,512	2
Egg yolks, eggs canned, etc			12,182	

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
UNITED KINGDOM—SCOTLAND—continued.				
trical machinery, appliances, and instruments:				
atteries			$63,389	$27,094
arbons				11,274
sulated wire and cables			3,561	
otors			20,510	5,691
elegraph instruments			8,220	300
ll other			60,050	6,163
plosives:				
artridges, loaded			1,300,750	
uses				392,562
unpowder	lbs.. 38,034,520	44,185,757	29,884,340	35,161,842
ll other			10,591,276	150,440
rotungsten and tungsten metal	lbs.. 8,640		6,912	
rovanadium	lbs.. 105,304	98,420	108,933	74,800
rtilizers: Phosphate rock, etc.—Land pebble	tons.. 4,699	5,100	20,300	18,337
ers, vegetable, manufactures of:				
ags			23,353	2,033
ordage	lbs.. 93,192		15,636	
wine—				
Binder	lbs.. 2,032,690	1,628,400	229,213	300,738
All other			3,784	
All other manufactures of			13,054	
re extinguishers			3,992	
sh:				
esh (except salmon)	lbs.. 25,038		5,008	
Salmon, canned	lbs.. 1,131,832	848,295	139,718	129,652
All other fish and fish products			3,802	5,697
uits and nuts:				
Fruits—				
Apples, dried	lbs.. 98,050	100	9,184	25
Apples, green or ripe	bbls.. 304,986		1,413,303	
Apricots, dried	lbs.. 73,475	30,207	9,590	5,175
Oranges	boxes.. 6,329		25,122	
Pears, green or ripe			30,506	
Prunes	lbs.. 544,190	101,680	39,529	9,156
Raisins and other dried grapes	lbs.. 696,700	199,705	69,255	19,923
All other green, ripe, or dried			48,046	25,181
Prepared or preserved—				
Canned			61,695	19,278
All other			2	220
Nuts			34,952	4,500
lass and glassware:				
Bottles, vials, demijohns, carboys, and jars			7,543	
Cylinder, crown, and common window glass	box, 50 sq. ft.. 130		1,000	
Plate glass	sq. ft.. 19,726		8,380	
All other			26,498	935
lucose and grape sugar:				
Glucose (corn sirup)	lbs.. 12,009,070	1,650,967	360,651	84,13
Grape sugar (corn sugar)	lbs.. 2,718,103	112,000	84,755	6,021
lue	lbs.. 46,390	3,816	5,984	713
rease:				
Lubricating			43,301	72,567
Soap stock and other			14,864	
Hair, animal, and manufactures of:				
Unmanufactured			292,334	229,106
Manufactures of			3,889	23,247
Hides and skins (except fur skins), raw or uncured:				
Cattle	lbs.. 36,000		8,000	
All other	lbs.. 14,605		2,480	
Honey	lbs..	12,219	21,902	1,588
Household and personal effects			1,720	439
India rubber, manufactures of:				
Scrap and old	lbs.. 942,785	19,183	116,441	1,918
Reclaimed	lbs.. 40,611		6,700	
Belting, hose, and packing			100,221	2,717
Boots and shoes—				
Boots	pairs.. 7,187		14,185	
Shoes	pairs.. 111,545	9,671	40,168	8,894
Tires—				
For automobiles			66,753	
All other			15	
All other			13,687	463
Ink			7,355	552

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
UNITED KINGDOM—SCOTLAND—continued.				
Instruments and apparatus for scientific purposes:				
Optical			$226	$2,277
All other			5,317	1,649
Iron and steel:				
Pig iron.....tons..	4,981	5,142	115,222	79,980
Bar iron.....lbs..	343,831		13,861	
Bars or rods of steel—				
Wire.....lbs..	5,698,100	2,522,455	158,639	95,429
All other.....lbs..	5,060,606	3,224,637	165,301	190,279
Billets, ingots, and blooms of steel.....tons..	37,901	58,785	2,795,636	4,887,691
Bolts, nuts, rivets, and washers.....lbs..	1,061,185	265,481	82,597	44,135
Castings, n. e. s.			444,821	74
Cutlery—				
Razors			3,292	
All other			28,292	1,079
Enamelware			45,916	
Firearms			280,287	80,000
Forgings, n. e. s.				3,227,992
Hardware, builders'—				
Locks			40	
Hinges and other			40,017	4,592
Other hardware				15,006
Hoop, band, and scroll.....lbs..	508,428	104,472	28,762	7,992
Machinery, machines, and parts of—				
Air-compressing machinery			14,205	22,233
Elevators and elevator machinery			13,311	20,070
Engines and parts of—				
Internal-combustion engines.....No..	27		3,471	
Gasoline—				
Stationary.....No..	8	25	1,711	2,500
Traction and caterpillar.....No..		64		105,882
Boiler tubes				62,882
All other, and parts of			57,277	78,463
Laundry machinery—				
Power machines			3,000	
All other			133	
Lawn mowers			10	
Metal-working machinery			461,489	858,194
Milling machinery (flour and grist)			1,240	31
Mining machinery—				
Oil-well machinery			8,531	
All other			12,975	6,049
Printing presses			1,982	1,260
Pumps and pumping machinery			8,167	1,273
Sewing machines			891,998	466,057
Shoe machinery			1,681	21,200
Textile machinery			10,318	2,919
Typewriting machines			102,350	16,552
Wood-working machinery—				
Sawmill			265	
All other			26,145	7,841
All other, and parts of			231,999	121,920
Nails and wood screws—				
Cut nails.....lbs..	185,520		7,802	
Wire nails.....lbs..	8,667,186	4,234,769	318,374	183,453
All other (including tacks).....lbs..	78,705	26,891	3,431	3,075
Pipes and fittings—				
Cast.....lbs..	500	845	30	122
Wrought.....lbs..	9,317,241	523,459	359,371	45,536
Rails for railways, of steel.....tons..	52		2,619	
Railway track material (except rails and spikes)			1,439	
Scales and balances			3,511	14,329
Sheets and plates—				
Iron—				
Galvanized.....lbs..	38,588		2,963	
All other.....lbs..	1,326,858		30,329	
Steel—				
Plates.....lbs..	339,420	52,879	8,886	5,820
Sheets.....lbs..	2,729,877	410,146	76,787	20,730
Shells and projectiles, empty				937,109
Stoves and ranges, and parts of			1,490	109
Structural iron and steel.....tons..	258		11,697	
Tin plates, terneplates, and taggers tin .....lbs..	3,205,791		123,702	

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
UNITED KINGDOM—SCOTLAND—continued.				
ı and steel—Continued.				
ools—				
Augers, bits and drills				$5,136
Axes	No. 4,062	348	$3,136	243
Files and rasps				5,755
Hammers and hatchets			6,994	2,553
Saws			69,215	65,511
All other			173,908	56,806
ire, and manufactures of—				
Wire—				
Barbed	lbs. 982,240	234,412	45,480	10,037
All other	lbs. 2,510,115	705,453	101,631	35,814
All other manufactures of			73,324	29,534
ll other manufactures of iron and steel			16,026,930	289,248
nps, chandeliers, and all devices for illuminating urposes (except electric)			13,127	6,450
d:				
igs, bars, etc.—				
Produced from domestic ore	lbs. 205,490	7,008,887	13,191	495,275
Produced from foreign ore	lbs.	559,922		55,590
anufactures of			1,960	
ther:				
elting			21,987	22,033
atent			7,960	2,778
ole	lbs. 4,930,164	174,811	2,287,381	83,444
pper—				
Calf	sq. ft. 34,375		15,656	
Kid	sq. ft. 543,154	14,838	179,641	4,996
All other			188,435	
ll other			3,624	12,831
anufactures of—				
Boots and shoes—				
Children's	pairs. 15,841		23,927	
Men's	pairs. 19,318		51,248	
Women's	pairs. 96,611	5	211,705	20
Slippers	pairs. 900		1,855	
All other			3,507	
at and dairy products:				
eat products—				
Beef products—				
Beef, canned	lbs. 330,053	854,847	73,660	200,409
Beef, fresh	lbs. 963,081	5,326,886	136,896	1,208,288
Beef, pickled, or other cured	lbs. 2,117,522	527,997	319,582	126,176
Oleo oil	lbs. 1,897,417	1,373,059	337,438	289,275
Hog products—				
Bacon	lbs. 17,890,314	26,540,966	3,562,472	7,410,823
Hams and shoulders, cured	lbs. 28,498,946	21,707,523	5,539,773	5,536,485
Lard	lbs. 4,681,807	7,545,277	865,954	1,886,867
Neutral lard	lbs. 500,724	120,585	88,158	34,577
Pork, canned	lbs. 229,209	145,598	73,377	49,515
Pork, pickled	lbs. 565,914	22,319	88,246	4,826
Lard compounds and substitutes for lard	lbs. 3,704,465	286,907	529,924	63,453
Sausage—				
Canned	lbs. 36,750		8,063	
All other	lbs. 68,660	24,442	18,648	8,603
Sausage casings	lbs. 15,580		1,870	
Stearin fron animal fats	lbs. 714,371		94,176	
All other meat products—				
Canned			319,872	259,267
All other			122,780	150,312
Dairy products—				
Butter	lbs. 250,515	175	83,114	96
Cheese	lbs. 4,475,028	971,639	1,031,153	236,174
Milk, condensed	lbs. 2,326,273	10,184,396	196,686	1,231,929
etals, n. e. s.				186,117
ucilage and paste			10,940	11,748
usical instruments, and parts of			1,390	2,696
aval stores:				
Rosin	bbls. 44,476	35,556	277,644	254,840
Tar, turpentine, and pitch	bbls. 15		60	
Turpentine, spirits of	galls. 257,480	63,600	110,744	30,300
ickel:				
Nickel, nickel oxide, and matte	lbs. 5,820,442	3,024,000	2,317,100	1,224,200
Manufactures of			13,185	487

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
UNITED KINGDOM—SCOTLAND—continued.				
Oil cake and oil-cake meal:				
Corn.....lbs..	784,000	.....	$13,657	.....
Cottonseed—				
Cake.....lbs..	1,389,055	775,243	23,728	$18,781
Meal.....lbs..	8,812,957	888,000	179,813	21,010
Linseed or flaxseed.....lbs..	11,625,273	6,015,698	248,935	151,751
All other.....lbs..	1,722,610	.....	25,000	.....
Oilcloth.....	.....	.....	10	.....
Oils:				
Animal.....galls..	3,710	58,300	4,285	55,091
Mineral, refined or manufactured—				
Gas oil and fuel oil.....galls..	29,793,403	77,771,430	990,228	3,545,170
Illuminating.....galls..	1,791,822	1,954,333	138,423	115,987
Lubricating and heavy paraffin.....galls..	8,179,640	4,754,757	1,410,741	1,223,176
Naphthas, etc.—				
Gasoline.....galls..	1,382,646	2,054,156	311,095	446,787
All other.....galls..	1,601,118	.....	320,955	.....
Vegetable—				
Fixed or expressed—				
Cottonseed.....lbs..	717,657	2,679,189	87,049	577,525
All other.....	.....	.....	12,130	15,240
Volatile or essential—Peppermint.....lbs..	300	.....	690	.....
Paints, pigments, colors, and varnishes:				
Dry colors—				
Lampblack.....	.....	.....	18,776	12,795
All other.....	.....	.....	26,181	12,348
Varnish.....galls..	52,731	13,629	44,919	8,822
White lead.....lbs..	2,681,843	.....	230,754	.....
Zinc, oxide of.....lbs..	707,696	943,040	74,310	95,040
All other (including crayons).....	.....	.....	11,778	37,136
Paper:				
Books, music, maps, engravings, etchings, photographs, and other printed matter.....	.....	.....	10,259	660
Carbon paper.....	.....	.....	1,749	.....
Paper board.....	.....	.....	1,993	.....
Printing paper—				
News print.....lbs..	462,928	108,656	17,333	6,584
All other.....lbs..	539,520	103,437	29,882	6,969
Wrapping paper.....lbs..	589,978	.....	25,425	.....
Writing paper and envelopes.....	.....	.....	6,080	3,490
All other.....	.....	.....	18,364	11,403
Paraffin and paraffin wax.....lbs..	18,770,793	7,257,526	956,211	545,168
Perfumeries, cosmetics, and all toilet preparations.....	.....	.....	129	.....
Photographic goods.....	.....	.....	491	.....
Plated ware (except cutlery and jewelry).....	.....	.....	2,312	45
Plumbago or graphite.....	.....	.....	18,097	9,889
Quicksilver.....lbs..	15,000	.....	15,300	.....
Seeds:				
Grass—				
Clover.....lbs..	761,916	2,787,726	135,523	715,611
Timothy.....lbs..	1,387,473	1,081,568	85,089	103,811
All other.....lbs..	590,751	571,572	61,295	113,131
All other seeds.....	.....	.....	30,056	47,997
Silk, manufactures of.....	.....	.....	9,015	.....
Soap: Toilet or fancy.....	.....	.....	.....	56
Spirits, wines, malt liquors, and other beverages:				
Spirits, distilled.....pf. galls..	42,963	.....	71,441	.....
Wines.....galls..	360	93	1,228	75
Starch.....lbs..	23,390,841	11,755,904	697,894	668,761
Stone, and manufactures of (including marble).....	.....	.....	10,277	6,130
Sugar and molasses:				
Molasses.....galls..	241,821	61,335	39,468	16,492
Sirup.....galls..	891,020	986,330	340,958	580,143
Sugar, refined.....lbs..	126	10,011,445	10	641,164
Surgical appliances (not including instruments).....	.....	.....	2,678	11,270
Tobacco:				
Unmanufactured—Leaf.....lbs..	5,357,416	8,585,866	910,512	3,409,252
Manufactures of—				
Smoking.....lbs..	57,455	4,397	31,840	3,511
All other.....	.....	.....	22,244	4,073
Toys.....	.....	.....	2,592	.....
Trunks, valises, and traveling bags.....	.....	.....	14	.....
Umbrellas and parasols.....	.....	.....	6,915	.....

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
UNITED KINGDOM—SCOTLAND—continued.				
Vegetables:				
Beans and dried peas.....bush..	9,644	.....	$34,971	.....
Pickles and sauces	.....	.....	365	.....
Canned	.....	.....	39,928	$13,080
All other	.....	.....	639	5
Wax, manufactures of	.....	.....	7,357	1,640
Wood:				
Logs and other round timber—				
Hickory.....M ft..	96	.....	3,317	.....
Walnut.....M ft..	382	.....	37,423	.....
All other.....M ft..	88	.....	2,618	.....
Timber—				
Sawed, pitch pine.....M ft..	19,547	10,069	439,117	315,497
All other.....M ft..	42	2,970	1,166	92,635
Lumber—				
Boards, planks, and scantlings—				
Cypress.....M ft..	38	263	2,173	21,203
Fir.....M ft..	496	551	12,203	32,662
Gum.....M ft..	174	485	3,808	23,345
Oak.....M ft..	768	1,275	26,133	93,797
Pine—				
White.....M ft..	111	57	12,787	5,179
Yellow—				
Pitch.....M ft..	6,296	4,133	150,446	125,051
Short leaf.....M ft..	.....	38	.....	2,713
All other.....M ft..	55	60	1,749	3,004
Poplar.....M ft..	283	925	8,445	56,983
Spruce.....M ft..	7,569	1,930	398,005	168,061
All other.....M ft..	888	.....	46,558	.....
Hardwood.....M ft..	.....	685	.....	118,114
Railroad ties.....No..	17,141	.....	9,809	.....
Shooks—				
Box	.....	.....	18,770	.....
All other.....No..	9,732	.....	19,970	.....
Staves.....No..	2,223,499	643,158	268,195	95,279
Heading	.....	.....	4,598	1,500
All other lumber	.....	.....	56,244	28,377
Furniture	.....	.....	45	.....
Handles, instrument and tool	.....	.....	.....	55,736
Woodenware	.....	.....	3,170	421
Wood pulp.....tons..	75	188	6,302	16,850
All other manufactures of	.....	.....	379,834	31,892
Wool, manufactures of:				
Wearing apparel	.....	.....	280	927
Woolen rags.....lbs..	194,091	10,000	26,685	1,404
All other	.....	.....	69,338	10,901
Zinc:				
Dross.....lbs..	.....	1,900,187	.....	131,088
Pigs and bars.....lbs..	3,586,534	12,751,561	454,643	1,231,785
Plates and sheets.....lbs..	180,197	85,000	26,438	11,050
All other articles	.....	.....	115,532	4,455
Total domestic exports	.....	.....	152,267,649	135,971,625
Total foreign exports	.....	.....	280,505	112,786
Total exports	.....	.....	152,548,154	136,084,411
UNITED KINGDOM—IRELAND.				
Agricultural implements, and parts of:				
Mowers and reapers	.....	.....	50,641	.....
All other and parts of	.....	.....	14,862	50,534
Brass, and manufactures of	.....	.....	135,994	.....
Breadstuffs:				
Barley.....bush..	882,607	617,075	1,107,996	926,153
Corn.....bush..	1,718,792	477,638	2,044,157	936,832
Cornmeal and corn flour.....bbls..	572	6,122	3,250	59,996
Oatmeal.....lbs..	911,400	1,000	24,656	90
Preparations of, for table food	.....	.....	13,325	36
Rye.....bush..	167,857	.....	284,655	.....
Wheat.....bush..	5,358,376	627,446	10,169,093	1,659,345
Wheat flour.....bbls..	162,732	76,977	1,217,932	805,888
All other	.....	.....	.....	17
Cars, automobiles, and other vehicles:				
Automobiles, parts of (not including engines and tires)	.....	.....	1,264	.....

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
UNITED KINGDOM—IRELAND—continued.				
Celluloid, and manufactures of				$6,160
Chemicals, drugs, dyes and medicines			$9,843	6,572
Copper:				
Refined, in ingots, etc.....lbs.		1,436,375		336,738
All other manufactures of			2,771	
Cotton:				
Unmanufactured—Upland and other.....lbs.	1,773,196		314,540	
Manufactures of—				
Wearing apparel—				
Knit goods			17,805	
All other			1,000	125
All other manufactures of			970	1,200
Explosives, cartridges, loaded			705,000	
Fertilizers, land pebble.....tons.	17,540	4,000	63,531	15,000
Fibers, vegetable, manufactures of:				
Twine, binder.....lbs.	687,694		82,864	
All other manufactures of			1,275	200
Glucose (corn sirup).....lbs.	481,605		11,021	
Iron and steel:				
Pig iron.....tons.	1,093	874	36,069	13,466
Bars or rods of steel.....lbs.	282,375		5,336	
Billets, ingots, and blooms of steel.....tons.	2,653	4,042	210,389	363,973
Castings, n. e. s.			128,841	
Forgings, n. e. s.				131,251
Machinery, machines, and parts of—				
Engines, and parts of			30,268	
All other, and parts of			13,560	16,277
Nails and spikes, wire.....lbs.	1,167,193		39,187	
Steel plates and sheets.....lbs.	719,458	1,452,457	22,739	43,276
Structural iron and steel.....tons.	65		2,880	
Wire, and manufactures of—				
Wire.....lbs.	181,440	85,967	7,686	7,612
All other			1,866	
All other manufactures of iron and steel			1,109,704	1,900
Leather:				
Manufactures of—				
Boots and shoes—				
Children's.....pairs.	9,678		14,226	
Men's.....pairs.	9,726		23,446	
Women's.....pairs.	39,405		84,773	
All other			968	
Malt.....bush.	156,383		240,000	
Meat products:				
Hog products—				
Bacon.....lbs.	26,241	28,273	3,800	7,017
Lard.....lbs.	7,000		1,190	
All other meat products			3,677	121
Oil cake and oil-cake meal:				
Cottonseed—				
Cake.....lbs.	14,556,056	336,000	298,396	6,695
Meal.....lbs.	10,212,911	428,960	210,659	13,099
Linseed or flaxseed.....lbs.	8,183,533	1,400,433	162,863	32,854
Oils: Mineral, refined, or manufactured—				
Gas oil and fuel oil.....galls.	4,449,623	14,281,483	133,488	920,244
Illuminating.....galls.	36,449,531	13,043,925	2,098,475	984,922
Lubricating and heavy paraffin oil.....galls.	2,038,950	254,783	351,305	41,018
Naphthas, etc.....galls.	3,805,223	7,312,456	908,798	1,894,339
Paper:				
Printing paper—				
News print.....lbs.		109,967		7,787
All other			618	943
Paraffin and paraffin wax.....lbs.	2,087,491	905,776	77,350	61,751
Seeds: Grass—Clover.....lbs.	46,150	3,196	6,076	1,677
Starch.....lbs.	662,200	609,400	15,094	37,848
Sugar, refined.....lbs.	44,579,500	2,000	2,734,256	175
Tobacco, unmanufactured—Leaf.....lbs.	5,093,493	2,987,021	828,293	832,777
Wood:				
Timber—				
Hewn.....M ft.	694	645	19,218	16,135
Sawed—				
Pitch pine.....M ft.	16,025	2,290	374,716	68,198
All other.....M ft.	151	104	4,991	3,396

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
EUROPE—Continued.				
UNITED KINGDOM—IRELAND—continued.				
ood—Continued.				
umber—				
Boards, planks, and deals—				
Fir.....M	17		$194	
Gum.....M		29		$1,535
Pine—				
Yellow pitch.....M ft..	23,936	2,039	427,503	56,642
All other.....M ft..		21		1,553
All other.....M ft..	108	101	2,151	7,922
Railroad ties.....No..	296,123		155,723	
Handles, implement and tool				17,457
Staves.....No..	696,773	151,927	54,592	16,073
All other lumber			11,205	4,710
Hogsheads and barrels, empty			10,562	
All other, and manufactures of			10,654	7,686
ll other articles			26,291	5,016
Total domestic exports			27,182,521	10,432,226
otal foreign exports			28,335	5,132
Total exports			27,210,856	10,437,358
NORTH AMERICA.				
BERMUDA.				
nimals:				
Cattle.....No..	842	1,203	99,405	141,310
Horses.....No..	97	14	29,630	2,500
Sheep.....No..	812	400	8,717	9,267
All other (including fowls)			1,819	735
thletic and sporting goods			3,482	5,766
lacking (including shoe paste, etc.)			3,796	3,151
readstuffs:				
Bran and middlings.....tons..	156	365	5,686	22,462
Bread and biscuit.....lbs..	98,631	65,531	11,278	11,062
Corn.....bush..	31,322	10,018	36,627	22,054
Corn meal and flour.....bbls..	2,804	1,899	15,081	19,051
Mill feed.....tons..	139	149	5,053	9,641
Oat meal and rolled oats.....lbs..	54,131	84,985	2,685	5,039
Oats.....bush..	59,227	17,962	39,791	17,677
Preparations of, for table food			19,981	18,989
Rice.....lbs..	349,567	108,287	13,664	7,516
Wheat flour.....bbls..	10,757	8,290	81,924	94,781
All other			13,850	6,574
Cars, automobiles, and other vehicles:				
Carriages.....No..	36	16	3,311	2,880
Bicycles, tricycles, etc			4,657	3,211
All other, and parts of			10,485	3,496
Cement, hydraulic.....bbls..	7,622	6,578	12,797	14,030
Chemicals, drugs, dyes, and medicines:				
Baking powder.....lbs..	21,904	30,494	3,784	4,725
Medicinal and pharmaceutical prepartions			12,067	11,055
Soda, salts, and preparations of			3,111	2,971
All other			33,965	20,205
Coal:				
Anthracite.....tons..	2,873	1,648	18,875	16,331
Bituminous.....tons..	36,505	31,118	151,323	157,676
Cocoa and chocolate, prepared or manufactured (not including confectionery)			6,312	4,295
Coffee.....lbs..	34,522	28,662	7,814	6,242
Confectionery			25,036	39,019
Cotton, manufactures of:				
Cloth—				
Unbleached.....yds..	21,097	8,841	3,208	2,382
Bleached.....yds..	65,543	66,269	6,065	10,519
Colored.....yds..	116,580	95,270	15,186	17,736
Wearing apparel—				
Corsets			4,383	4,310
Knit goods			46,433	27,463
All other			58,808	46,876
All other			32,254	23,795
Dental goods			1,275	12
Earthern, stone, and china ware			5,856	3,689
Eggs.....doz..	60,658	49,549	20,215	19,831
Electrical machinery, appliances, and instruments			16,880	12,852

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
BERMUDA—continued.				
Explosives			$409	$1,046
Fertilizers tons	952	1,413	32,631	55,283
Fibers, vegetable, manufactures of:				
Cordage lbs	38,474	16,828	7,166	5,486
All other			4,633	4,508
Fish:				
Salmon, canned lbs	193,523	87,832	22,066	16,028
Canned fish (except salmon and shellfish)			5,248	18,744
All other fish and fish products			3,675	4,840
Flavoring extracts and fruit juices			2,614	2,505
Fruits and nuts:				
Fruits—				
Apples, green or ripe bbls	2,690	1,695	11,466	8,229
Oranges boxes	3,082	1,881	12,189	8,342
Prunes lbs	31,876	40,305	3,004	4,675
Raisins and other dried grapes lbs	56,571	83,435	5,474	8,806
All other, green, ripe, or dried			16,887	10,675
Prepared or preserved—				
Canned			9,010	11,485
All other			6,165	2,939
Nuts—				
Peanuts lbs	102,421	45,087	6,777	5,378
All other			2,062	1,739
Glass and glassware			11,607	7,255
Hay tons	291	77	6,338	2,176
Household and personal effects			12,556	8,089
India rubber, manufactures of			8,646	6,604
Ink			867	938
Iron and steel:				
Bolts, nuts, rivets, and washers lbs	3,296	13,240	254	1,121
Cutlery			3,218	859
Enamel ware			5,652	4,665
Hardware:				
Builders'			9,044	2,561
Other hardware				2,105
Machinery, machines, and parts of—				
Engines and parts of—				
Internal combustion—Gasoline—Marine No	27	8	5,690	685
Stationary No	4	7	747	1,043
All other No	2	3	194	344
Parts of			6,619	1,577
Boiler tubes				5,323
All other machinery, and parts of			17,911	16,446
Nails and spikes (including tacks) lbs	64,110	84,971	3,195	5,048
Pipes and fittings lbs	134,986	50,378	6,054	3,512
Stoves and ranges, and parts of			10,144	6,048
Structural iron and steel tons	6		521	
Tin plates and manufactures of			6,886	3,002
Tools, n. e. s			5,317	4,287
Wire, and manufactures of			5,325	5,261
All other manufactures of iron and steel			41,321	51,816
Lamps, chandeliers, etc. (except electric)			4,184	3,740
Leather—				
Sole lbs	5,416	4,362	3,529	3,015
All other			2,657	5,777
Manufactures of—				
Boots and shoes—				
Children's pairs	14,507	14,645	13,483	15,596
Men's pairs	25,802	17,939	43,828	37,943
Women's pairs	20,621	19,294	31,241	34,116
Harness and saddles			5,663	2,016
All other			3,195	1,128
Matches			4,171	8,307
Meat and dairy products:				
Meat products—				
Beef products—				
Beef canned lbs	98,050	85,444	20,609	24,093
Beef, fresh lbs	1,326,911	509,584	160,193	89,873
Beef, pickled and other cured lbs	215,749	218,814	28,761	37,373
Oleomargarin, imitation butter lbs	117,673	144,601	20,193	35,925
Hog products—				
Bacon lbs	208,182	49,913	45,206	15,338
Hams and shoulders, cured lbs	314,319	63,546	60,319	16,323
Pork, fresh lbs	115,057	9,049	19,904	2,398
Pork, pickled lbs	148,640	196,171	22,895	45,396

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
BERMUDA—continued.				
t and dairy products—Continued.				
eat products—Continued.				
Lard compounds, and other substitutes for lard, lbs.	194,556	185,855	$27,573	$40,499
Mutton lbs.	192,172	25,736	29,094	6,149
Poultry and game			12,829	2,995
Sausage lbs.	69,615	39,375	13,121	9,750
All other meat products—				
Canned			20,564	20,239
All other			24,376	12,681
Dairy products—				
Butter lbs.	325,829	183,224	112,602	72,744
Cheese lbs.	113,234	14,178	24,478	3,756
Milk—				
Condensed lbs.	896,887	147,915	93,924	21,659
All other (including cream)			2,538	52
usical instruments, and parts of			2,903	3,782
val stores			662	512
tions, n. e. s.			3,029	7,923
l cake and oil-cake meal lbs.	57,265	158,020	1,428	5,549
ils:				
Mineral—Refined or manufactured—				
Gas oil and fuel oil galls.	5,843	172,944	494	8,585
Illuminating galls.	602,361	416,169	48,094	62,855
Lubricating and heavy paraffin galls.	63,196	83,577	18,585	25,012
Naphthas, etc galls.	21,784	2,140	5,051	740
All other oils			2,869	2,870
aints, pigments, colors, and varnishes			8,534	8,849
aper:				
Bags			4,959	4,460
Books, music, maps, engravings, etc			11,327	10,133
Boxes and cartons			9,260	467
Paper board, etc			9,689	123
Printing paper lbs.	103,527	29,304	6,752	2,035
Wrapping paper lbs.	187,309	59,621	7,343	3,649
Writing paper and envelopes			13,097	4,613
All other			6,241	5,136
Perfumeries, cosmetics, etc			5,354	5,844
Phonographs, graphophones, etc., and records, and materials for			6,994	4,610
Photographic goods:				
Motion-picture films—				
Not exposed lin. ft.		26,000		540
Exposed lin. ft.	1,267,000	789,750	16,175	9,955
Other sensitized goods			6,626	3,654
All other			3,679	2,763
Plated ware (except cutlery and jewelry)			3,976	2,388
Salt lbs.	347,468	427,542	3,735	3,561
Seeds			5,100	12,118
Silk, manufactures of			7,410	3,625
Soap:				
Toilet and fancy			4,486	3,042
All other lbs.	87,570	95,311	4,296	7,058
Spirits, wines, malt liquors, and other beverages:				
Malt liquors—				
In bottles doz. qts.	9,099	8,800	14,233	15,352
In other coverings galls.	46,683	60,018	12,111	15,924
Spirits distilled—				
Alcohol (except wood) pf. galls.	9,713	1,221	4,852	771
Whisky pf. galls.	699	200	838	480
All other pf. galls.	2,813	920	1,539	1,808
Wines galls.	4,621	12,010	3,458	11,482
Other beverages			3,468	3,695
Starch lbs.	65,782	69,391	2,719	4,783
Straw and palm leaf, and manufactures of			4,600	1,239
Sugar, refined lbs.	1,715,693	12,530	104,791	954
Tobacco, manufactures of:				
Plug lbs.	25,222	18,176	5,646	4,950
All other			4,961	7,255
Toys			3,434	1,858
Vegetables:				
Beans and dried peas bush.	2,822	2,603	12,914	15,227
Onions bush.	2,150	1,221	4,674	1,853
Pickles and sauces			4,782	4,554
Potatoes (except sweet potatoes) bush.	41,733	45,314	50,803	58,360
Vegetables, canned			20,122	10,390
All other			4,912	930

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
BERMUDA—continued.				
Wood:				
Boards, planks, and scantling—Pine.....M ft..	213	745	$6,266	$23,178
All other.....M ft..	.....	71	.....	4,570
Shooks.....	.....	.....	11,924	4,853
Staves.....No..	.....	193,762	.....	3,536
Doors, sash, and blinds.....	.....	.....	4,956	411
Furniture.....	.....	.....	16,159	7,272
Hogsheads and barrels, empty.....	.....	.....	9,026	2,321
Woodenware.....	.....	.....	7,492	2,217
All other.....	.....	.....	18,533	11,499
Wool, manufactures of:				
Wearing apparel.....	.....	.....	4,939	4,295
All other.....	.....	.....	6,941	1,679
Yeast.....	.....	.....	7,640	8,313
All other articles.....	.....	.....	50,359	43,512
Total domestic exports.....	.....	.....	2,704,611	2,230,115
Total foreign exports.....	.....	.....	24,628	49,491
Total exports.....	.....	.....	2,729,237	2,279,606
BRITISH HONDURAS.				
Agricultural implements, and parts of.....	.....	.....	3,995	11,377
Athletic, and sporting goods.....	.....	.....	1,738	6,441
Brass and manufactures of.....	.....	.....	2,066	2,849
Breadstuffs:				
Bread and biscuit.....lbs..	183,184	137,999	16,570	17,840
Corn.....bush..	6,678	1,227	7,217	2,229
Oats.....bush..	7,715	5,200	5,378	4,585
Preparations of, for table food.....	.....	.....	7,577	3,089
Rice.....lbs..	1,173,883	1,049,415	47,974	67,211
Wheat flour.....bbls..	24,062	22,567	195,340	262,118
All other.....	.....	.....	8,132	4,772
Brooms.....	.....	.....	1,813	3,418
Buttons.....	.....	.....	1,067	1,540
Candles.....lbs..	43,842	98,139	5,220	13,849
Cars, automobiles, and other vehicles:				
Automobiles—				
Commercial.....No..	.....	2	.....	3,700
Passenger.....No..	12	8	5,774	6,858
Parts of.....	.....	.....	1,379	2,638
Wagons.....No..	58	29	7,475	4,597
All other, and parts of.....	.....	.....	9,981	9,134
Cement, hydraulic.....bbls..	1,428	1,196	2,563	2,768
Chemicals, drugs, dyes, and medicines:				
Baking powder.....lbs..	16,676	20,083	2,300	2,934
Medicinal and pharmaceutical preparations.....	.....	.....	43,978	32,315
All other.....	.....	.....	12,499	14,541
Coal and coke:				
Bituminous.....tons..	1,320	343	7,167	1,951
All other.....tons..	47	5	450	128
Cocoa and chocolate, prepared or manufactured (not including confectionery).....	.....	.....	3,055	6,225
Coffee.....lbs..	82,685	46,847	14,738	8,416
Confectionery.....	.....	.....	13,772	7,867
Copper, manufactures of.....	.....	.....	3,083	6,261
Cotton, manufactures of:				
Cloth—				
Unbleached.....yds..	209,294	432,883	18,390	51,400
Bleached.....yds..	140,559	210,859	13,754	30,533
Colored—				
Printed.....yds..	451,859	577,239	35,844	71,106
Dyed in the piece.....yds..	272,148	453,905	26,668	66,232
All other.....yds..	175,650	274,191	18,503	40,404
Laces and embroideries.....	.....	.....	2,515	1,312
Wearing apparel—				
Knit goods.....	.....	.....	18,881	36,780
All other.....	.....	.....	75,389	64,982
All other manufactures of.....	.....	.....	31,165	24,547
Earthen, stone, and china ware.....	.....	.....	3,132	4,897
Eggs.....doz..	2,918	345	905	125
Electrical machinery, appliances, and instruments:				
Batteries.....	.....	.....	3,347	4,150
Dynamos or generators.....	.....	.....	2,135	14
Lamps.....No..	5,886	8,660	1,764	2,200
Telegraph apparatus.....	.....	.....	337	4,085
All other.....	.....	.....	9,017	7,168

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
BRITISH HONDURAS—continued.				
Explosives:				
Cartridges, loaded			$4,223	$4,885
All other			2,478	5,113
Fibers, vegetable, manufactures of:				
Bags			4,216	6,694
Cordage	lbs.	51,191	55,615	9,292	14,548
Twine				5,950	1,191
All other				2,841	2,877
Fish: Cured or preserved—					
Cod, haddock, hake, etc.	lbs.	61,476	64,487	5,654	8,990
Salmon, canned	lbs.	30,057	25,178	3,072	3,410
Fish canned (except salmon and shellfish)				2,329	8,118
All other fish and fish products				1,968	5,119
Fruits and nuts:					
Fruits—					
Apples, green or ripe	bbls.	449	399	2,312	2,521
All other, green, ripe, or dried				4,103	3,750
Prepared or preserved				3,263	3,942
Nuts				2,619	3,700
Furniture of metal				3,133	2,473
Furs, manufactures of				3,542	32
Glass and glassware				6,174	7,536
Gold and silver, manufactures of (including jewelry)				453	31,868
Hats, and materials for:					
Men's and boys'—					
Felt					8,307
All other					13,835
All other				75	869
Hay	tons.	164	131	3,957	3,683
India rubber, manufactures of:					
Boots and shoes	pairs.	10,282	21,389	7,090	20,620
All other				4,002	7,649
Iron and steel:					
Chains					11,764
Cutlery				2,671	4,183
Enamel ware				7,647	9,085
Firearms				2,804	4,114
Hardware—Builders'				5,543	2,710
Other hardware					1,128
Machinery, machines, and parts of—					
Engines, and parts of—					
Internal combustion engines—					
Gasoline—					
Marine	No.	35	14	6,051	2,272
Stationary	No.	10	2	1,516	2,657
Traction and caterpillar	No.	3		8,315	
All other engines	No.	11	2	5,514	634
Parts of				2,360	3,678
Sewing machines				3,234	3,637
Typewriting machines				2,737	2,524
All other and parts of				21,376	147,749
Nails and wood screws (including tacks)				5,909	6,787
Pipes and fittings	lbs.	29,287	16,060	1,904	1,389
Iron and steel sheets, galvanized	lbs.	132,811	1,473	6,778	129
Stoves and ranges, and parts of				3,104	2,972
Structural iron and steel	tons.	15		1,307	
Tin plates and manufactures of				6,654	3,663
Tools, n. e. s—					
Axes	No.	3,175	2,893	2,121	2,441
All other				8,950	7,434
Wire, and manufactures of—					
Wire	lbs.	81,435	57,425	4,011	3,700
Manufactures of				6,938	3,385
All other manufactures of iron and steel				28,072	17,860
Lamps, chandeliers, etc. (except electric)				4,113	4,952
Leather				3,310	1,350
Manufactures of—					
Boots and shoes—					
Children's	pairs.	23,004	24,540	20,328	27,635
Men's	pairs.	25,569	21,724	50,980	56,796
Women's	pairs.	31,433	31,069	39,878	49,985
All other				6,136	5,171
Matches				7,380	9,600

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
BRITISH HONDURAS—continued.				
Meat and dairy products:				
Beef products—				
Beef, canned.....lbs..	23,863	28,982	$4,945	$7,805
Beef, pickled and other cured.....lbs..	104,344	69,126	12,735	12,209
Oleo oil.....lbs..	11,075	500	2,076	95
Oleomargarine, imitation butter.....lbs..	68,032	30,727	10,410	6,300
Hog products—				
Bacon.....lbs..	10,058	4,140	2,102	1,377
Hams and shoulders, cured.....lbs..	127,455	44,689	23,605	11,713
Lard.....lbs..	42,002	80,121	7,294	17,879
Pork, pickled.....lbs..	838,683	795,411	113,564	186,207
Lard compounds, and other substitutes for lard..lbs..	439,369	239,456	60,708	50,319
Sausage—				
Canned.....lbs..	27,114	10,582	4,365	2,409
All other.....lbs..	18,492	9,837	2,967	1,913
All other meat products—				
Canned.....			14,229	7,279
All other.....			2,260	7,531
Dairy products—				
Butter.....lbs..	63,623	49,337	24,066	22,738
Cheese.....lbs..	71,004	56,241	16,950	15,706
Milk—				
Condensed.....lbs..	772,267	689,073	86,625	101,994
All other (including cream).....			1,056	138
Musical instruments, and parts of.....			3,030	1,850
Naval stores.....			1,225	1,282
Notions, n. e. s.....			8,068	5,719
Oilcloth and linoleum.....			987	2,449
Oils:				
Mineral—				
Illuminating.....galls..	520,495	354,309	57,664	63,418
Lubricating, and heavy paraffin.....galls..	20,375	31,780	7,377	12,393
Naphthas, etc.—				
Gasoline.....galls..	139,040	75,650	32,810	22,310
All other.....galls..	1,505	10	217	4
All other.....			3,757	3,457
Paints, pigments, colors, and varnishes:				
Ready-mixed paints.....galls..	3,412	2,638	5,042	5,533
All other (including crayon).....			3,420	7,888
Paper:				
Bags.....			3,643	4,085
Books, music, maps, engravings, etc.....			9,012	5,250
Wrapping paper.....lbs..	36,451	65,517	3,004	4,724
Writing paper and envelopes.....			5,006	5,469
All other.....			5,899	5,030
Perfumeries, cosmetics, etc.....			8,847	14,379
Photographic goods.....			3,533	1,477
Salt.....lbs..	533,694	762,406	1,731	4,719
Silk, manufactures of.....			2,871	4,167
Soap:				
Toilet and fancy.....			5,543	5,532
All other.....lbs..	300,594	330,704	14,778	25,776
Spirits, wines, malt liquors, and other beverages:				
Malt liquors—In bottles.....doz. qts..	7,732	7,986	11,120	13,611
Spirits distilled—				
Alcohol, etc. (except wood).....pf. galls..	18,559	3,158	7,069	2,237
Whisky.....pf. galls..	3,874	1,394	8,844	4,163
All other.....pf. galls..	969	129	1,757	368
Wines.....galls..	2,039	1,013	1,883	1,843
Other beverages.....			3,392	4,109
Straw and palm leaf, manufactures of.....			3,102	855
Sugar, refined.....lbs..	66,073	10,224	4,514	837
Tobacco:				
Unmanufactured—Leaf.....lbs..	99,893	113,015	14,251	18,594
Cigarettes.....M..	2,161	1,115	3,434	1,780
All other manufactures of.....			487	735
Toys.....			2,479	3,923
Trunks, valises, and traveling bags.....			3,776	3,090
Vegetables:				
Beans and dried peas.....bush..	8,687	4,880	39,540	30,188
Onions.....bush..	2,642	3,586	6,431	6,343
Pickles and sauces.....			2,106	2,050
Potatoes (except sweet potatoes).....bush..	4,118	4,277	8,348	7,217
Canned.....			8,945	4,224
All other.....			2,348	10,956

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
BRITISH HONDURAS—continued.				
Food:				
Lumber—				
Boards, planks, and scantlings—				
Pine.....M ft..	3,312	1,427	$70,026	$43,694
All other.....M ft..	22	26	1,039	1,981
Shooks			507	304
All other lumber			3,048	14
Doors, sash, and blinds			5,932	2,011
Furniture			11,393	7,090
Hogsheads and barrels, empty			1,601	150
Staves.....No..		125,656		12,725
Trimmings, moldings, etc			2,585	1,811
All other			6,484	7,364
Wool, manufactures of			4,611	2,967
All other articles			28,844	31,048
Total domestic exports			1,902,071	2,383,055
Total foreign exports			4,804	37,129
Total exports			1,906,875	2,420,184
CANADA.				
Abrasives:				
Wheels, emery and other			530,420	417,720
All other			594,884	687,118
Agricultural implements, and parts of:				
Hay rakes and tedders			78,632	114,387
Mowers and reapers			1,085,110	867,689
Planters and seeders			153,352	380,840
Plows and cultivators			1,507,564	2,373,234
Thrashers			2,186,088	2,185,164
All other, and parts of			1,787,040	3,751,740
Aluminum, and manufactures of			953,568	870,966
Animals:				
Cattle.....No..	6,382	7,286	462,728	638,304
Hogs.....No..	109	139	4,759	5,170
Horses.....No..	28,546	18,064	4,763,909	2,618,702
Mules.....No..	2,435	3,157	402,829	509,162
Sheep.....No..	56,648	6,534	341,863	69,471
All other (including fowls)			160,098	169,606
Art works			158,779	131,147
Asbestos, and manufactures of			452,311	667,624
Asphaltum:				
Unmanufactured.....tons..	25,664	13,883	452,127	282,781
Manufactures of			237,476	150,206
Athletic and sporting goods			331,453	408,098
Babbitt metal.....lbs..	69,379	90,678	26,495	23,650
Beauxite concentrates.....tons..	18,393	21,089	1,112,393	1,449,403
Billiard tables and accessories				52,920
Blacking, shoe paste, etc			200,729	185,282
Bone, manufactures of			35,058	
Bones, hoofs, and horns, unmanufactured			6,434	5,874
Brass, and manufactures of:				
Scrap and old, fit only for remanufacture.....lbs..	6,741,056	768,507	1,349,327	150,726
Bars, plates, sheets, etc.....lbs..	76,463,462	21,554,242	23,498,146	5,954,566
Cartridge shells, empty				51,958
Pipes and fittings				303,916
Wire.....lbs..		466,419		191,969
All other manufactures of			21,402,234	11,195,199
Breadstuffs:				
Barley.....bush..	308,102	498,719	316,698	743,247
Bran and middlings.....tons..	320	319	9,634	12,129
Bread and biscuit.....lbs..	613,807	1,321,510	43,820	139,247
Buckwheat.....bush..	4,621	5,519	5,581	10,262
Corn.....bush..	15,724,838	7,895,892	10,158,665	13,127,564
Corn meal and flour.....bbls..	61,472	65,716	288,915	628,564
Mill feed.....tons..	519	1,998	18,254	111,822
Oatmeal.....lbs..	873,036	1,940,832	35,928	106,744
Oats.....bush..	856,859	4,531,523	439,323	3,323,401
Preparations of, for table food			553,332	451,671
Rice.....lbs..	4,429,111	744,478	159,919	43,647
Rye.....bush..	1,129,469	5,275	1,605,223	12,644
Rye flour.....bbls..	3,207	2,892	19,546	30,145
Wheat.....bush..	4,714,836	252,540	9,856,529	577,965
Wheat flour.....bbls..	77,115	83,334	580,326	884,042
All other			443,291	412,108

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
CANADA—continued.				
Bronze, manufactures of			$332,505	$339,762
Broom corn.....tons..	2,627	3,037	549,160	1,018,111
Brooms			11,119	24,378
Brushes			247,997	251,858
Buttons, and parts of			755,813	801,935
Candles.....lbs..	648,007	655,520	105,293	133,577
Cars, automobiles, and other vehicles:				
Aeroplanes, and parts of—				
Aeroplanes.....No..	102	2	616,068	6,500
Parts of			902,628	3,236,252
Automobiles, and parts of—				
Commercial.....No..	636	1,108	945,047	1,381,542
Passenger.....No..	14,421	12,985	11,143,740	10,189,865
Parts of (not including engines, etc.)			9,148,110	12,054,824
Bicycles, tricycles, etc			301,845	240,496
Carriages.....No..	789	916	37,863	33,887
Cars, for steam railways—				
Passenger.....No..		39	174,831	115,022
Freight and other.....No..		537	1,563,355	905,408
Cars for other railways.....No..		170	251,514	480,423
Motorcycles.....No..	1,064	1,041	196,645	198,738
Motor warehouse and motor station trucks.....No..		100		47,973
Wagons.....No..	3,375	4,168	154,446	183,235
Wheelbarrows, pushcarts, etc			99,248	118,708
All other, and parts of			1,969,244	3,159,870
Celluloid, and manufactures of			555,131	755,747
Cement, hydraulic.....bbls..	17,353	9,[illegible]	33,432	25,921
Chalk			36,642	71,664
Charcoal			145,003	
Chemicals, drugs, dyes, and medicines:				
Acids—				
Carbolic.....lbs..		190,655		78,217
Nitric.....lbs..		680,237		68,207
Picric.....lbs..		1,254		1,399
Sulphuric.....lbs..	37,481,041	55,048,926	483,417	761,014
All other			1,609,507	591,962
Alcohol, wood.....galls..	343	17,216	333	18,778
Baking powder.....lbs..	21,095	617,310	4,328	240,559
Bark, extracts of, for tanning			1,410,290	1,094,330
Calcium carbide.....lbs..	93,528	2,108,315	2,573	76,189
Coal-tar distillates, n. e. s				786,510
Copper, sulphate of.....lbs..	1,650,049	2,788,368	172,892	247,812
Dyes and dyestuffs			1,779,637	1,419,162
Formaldehyde				12,715
Ginseng.....lbs..	4,910	84,851	26,271	529,646
Glycerin.....lbs..		1,436,922		783,931
Infants' food				300,359
Lime, chloride of.....lbs..		2,113,182		59,417
Medicinal and pharmaceutical preparations			536,202	687,404
Petroleum jelly, etc			24,165	79,699
Potash—				
Chlorate.....lbs..		52,591		29,239
All other				171,549
Roots, herbs, and bark, n. e. s			93,849	151,996
Soda, salts, and preparation of			2,350,552	4,556,545
Sulphur or brimstone.....tons..	69,895	90,859	1,316,844	2,169,701
Washing powder and fluid.....lbs..	2,082,347	2,155,462	124,193	89,300
All other			11,897,280	7,594,215
Chewing gum			46,383	54,480
Clays:				
Fire.....tons..	38,607	45,415	135,275	226,503
All other.....tons..	22,870	20,969	111,822	160,488
Clocks and watches:				
Clocks, and parts of			570,811	675,965
Watches, and parts of			895,511	940,566
Coal and coke:				
Coal—				
Anthracite.....tons..	4,547,319	4,762,635	25,214,909	29,287,856
Bituminous.....tons..	12,991,523	16,693,062	32,839,788	59,529,991
Coke.....tons..	781,022	941,952	3,566,604	6,576,991
Coal tar.....bbls..	49,212	40,419	71,705	60,123
Cocoa and chocolate, prepared or manufactured (not including confectionery)			167,650	623,474

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
CANADA—continued.				
Coffee:				
Green or raw ..... lbs..	132,320	1,002,340	$17,062	$146,349
Roasted or prepared ..... lbs..	494,007	418,499	119,815	103,918
Confectionery	.....	.....	328,824	303,584
Copper:				
Ore ..... lbs..	5,854,304	3,921,923	1,454,601	984,709
Concentrates ..... lbs..	1,238,472	873,693	305,014	216,941
Unrefined, black, etc ..... lbs..	190,517	11,480	48,527	3,198
Refined, in ingots, bars, rods, etc ..... lbs..	55,194,962	27,236,583	16,462,309	7,791,037
Composition metal, etc ..... lbs..	.....	117,837	.....	37,361
Plates and sheets ..... lbs..	2,942,240	1,469,223	1,118,704	541,908
Scrap and old ..... lbs..	247,246	277,365	70,040	63,526
Pipes and tubes ..... lbs..	.....	695,844	.....	300,055
Wire ..... lbs..	539,446	478,605	181,616	135,841
All other manufactures of	.....	.....	14,658,694	3,385,519
Cork, manufactures of	.....	.....	223,079	242,132
Cotton:				
Unmanufactured—				
Sea-Island ..... lbs..	181,820	665,258	94,302	433,232
Upland and other (including linters) ..... lbs..	93,418,636	124,321,168	16,012,402	30,772,471
Manufactures of—				
Blankets and comforts	.....	.....	.....	316,236
Cloths—				
Unbleached ..... yds..	8,685,590	9,968,092	1,265,284	2,536,146
Bleached ..... yds..	8,292,961	11,883,759	945,902	1,902,890
Colored—				
Printed ..... yds..	19,611,863	12,961,461	2,189,728	1,922,698
Dyed in the piece ..... yds..	16,611,117	18,021,451	2,469,293	3,931,968
All other ..... yds..	23,179,022	5,803,808	3,207,324	1,201,316
Laces and embroideries	.....	.....	447,218	509,415
Mill waste ..... lbs..	23,316,487	9,098,030	2,577,479	1,222,446
Rags (except paper stock) ..... lbs..	2,391,009	3,444,130	125,816	225,039
Thread, sewing and crochet, etc	.....	.....	.....	642,317
Wearing apparel—				
Corsets	.....	.....	412,294	383,044
Knit goods	.....	.....	1,608,259	1,803,960
All other	.....	.....	3,848,388	2,335,152
Yarn ..... lbs..	.....	2,850,613	1,220,892	1,900,561
All other manufactures of	.....	.....	6,767,224	5,704,275
Dental goods:				
Teeth	.....	.....	181,347	171,478
All other	.....	.....	514,323	392,638
Earthen, stone, and china ware:				
Bricks—				
Building ..... M..	9,888	6,418	118,047	90,729
Fire ..... M..	57,999	87,467	1,953,738	3,367,932
Chinaware	.....	.....	134,672	59,351
Earthen and stone ware	.....	.....	464,140	354,451
Sanitary earthenware, etc	.....	.....	53,178	59,840
Tiles (except drain)	.....	.....	141,003	148,381
All other	.....	.....	389,067	362,724
Eggs ..... doz..	10,850,678	5,216,179	3,305,017	1,937,493
Egg yolks, canned eggs, etc	.....	.....	21,380	22,239
Electrical machinery, appliances, and instruments:				
Batteries	.....	.....	1,046,788	1,016,362
Carbons	.....	.....	.....	794,249
Dynamos or generators	.....	.....	426,027	440,516
Fans ..... No..	14,359	15,699	97,158	130,935
Heating and cooking apparatus	.....	.....	.....	212,515
Insulated wire and cables	.....	.....	180,175	206,678
Interior wiring supplies, etc. (cluding fixtures)	.....	.....	306,914	405,471
Lamps—Incandescent—				
Carbon filament ..... No..	797,367	655,266	86,710	94,293
Metal filament ..... No..	1,894,913	3,261,113	460,936	803,785
Magnetos, spark plugs, etc	.....	.....	.....	490,258
Meters and other measuring instruments	.....	.....	248,505	292,632
Motors	.....	.....	1,286,067	1,537,963
Rheostats and controllers	.....	.....	.....	81,619
Switches and accessories	.....	.....	.....	251,122
Telegraph instruments	.....	.....	50,359	68,649
Telephones	.....	.....	213,092	293,285
Transformers	.....	.....	219,597	238,128
All other	.....	.....	5,301,983	4,588,805

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
CANADA—continued.				
Explosives:				
Cartridges, loaded			$243,428	$181,378
Dynamite.....lbs.	26,733	143,103	5,871	44,721
Fuses				3,608,177
Gunpowder.....lbs.	9,652,819	2,354,903	7,481,867	1,789,093
All other			33,089,779	2,671,322
Feathers			187,145	225,684
Ferrotungsten and tungsten metal.....lbs.	54,566	57,696	116,622	109,500
Ferrovanadium.....lbs.	38,315	206,003	35,383	211,130
Fertilizers:				
Phosphate rock.....tons.	7,169	14,604	46,891	108,669
All other.....tons.	51,356	39,641	1,168,058	924,213
Fibers, vegetable, manufactures of:				
Bags			299,217	379,008
Cordage.....lbs.	1,944,556	1,124,865	392,205	315,984
Twine—				
Binder.....lbs.	76,456,420	36,632,081	9,056,149	7,267,279
All other			170,386	236,677
All other			1,265,397	1,429,278
Fire extinguishers			70,149	78,200
Fish:				
Fresh (except salmon).....lbs.	5,715,108	5,958,554	376,954	489,066
Salmon—				
Canned.....lbs.	9,158,079	12,184,077	883,734	1,755,690
All other			79,676	57,276
Canned fish (except salmon)			124,572	513,880
Shellfish—				
Oysters			351,074	258,131
All other			71,391	72,144
All other fish and fish products			108,842	226,945
Flavoring extracts and fruit juices			235,776	297,381
Flowers—Cut			103,869	152,720
Fruits and nuts:				
Fruits—				
Apples, dried.....lbs.	1,340,607	854,587	84,683	109,327
Apples, green or ripe.....bbls.	314,955	457,948	948,967	1,721,424
Apricots, dried.....lbs.	751,012	1,388,275	86,224	203,578
Berries			769,937	835,000
Lemons.....boxes.	143,709	122,153	497,898	633,388
Oranges.....boxes.	1,726,394	1,190,629	4,029,265	4,398,613
Peaches, dried.....lbs.	3,320,917	3,496,043	227,844	354,375
Pears, green or ripe			432,180	654,674
Prunes.....lbs.	11,112,227	18,025,903	816,306	1,477,078
Raisins and other grapes.....lbs.	30,319,658	37,938,552	2,373,667	3,388,162
All other, green, ripe, or dried			2,226,362	3,053,793
Prepared or preserved—				
Canned			598,124	793,701
All other			244,606	448,164
Nuts—				
Peanuts.....lbs.	12,459,970	10,907,816	860,305	1,326,834
All other			196,514	178,542
Furniture of metal			241,415	199,687
Furs and fur skins:				
Raw or unmanufactured			1,855,874	2,099,925
Dressed, and manufactures of			902,975	874,023
Glass and glassware:				
Bottles, vials, demijohns, etc			566,775	640,257
Cylinder, crown, and common window glass, ...box, 50 sq. ft.	492,979	455,067	1,469,180	1,880,459
Plate glass.....sq. ft.	2,343,548	2,337,101	780,815	904,406
All other			1,612,826	2,000,628
Glucose and grape sugar:				
Glucose (corn sirup).....lbs.	2,546,530	3,764,745	88,376	220,461
Grape sugar (corn sugar).....lbs.	2,228,299	542,354	69,297	27,479
Glue.....lbs.	1,620,642	1,830,349	143,825	214,212
Gold and silver, manufactures of (including jewelry):				
Gold and silver, manufactures of			336,551	241,392
Jewelry			662,737	423,087
Grease:				
Lubricating			430,178	446,317
Soap stock and other			1,281,453	953,960
Hair, animal, and manufactures of:				
Unmanufactured			100,981	137,006
Manufactures of			140,510	162,418

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
CANADA—continued.				
Hats and materials for:				
For men and boys—				
Felt				$451,947
All other				202,862
For women and children—				
Untrimmed				725,088
Trimmed				689,435
Trimmings, including artificial flowers			$1,424,334	514,367
Hay.....tons	4,107	2,918	73,265	80,467
Hides and skins (except fur skins), raw or uncured:				
Calfskins.....lbs.	1,332,399	3,428,707	540,602	1,144,997
Cattle.....lbs.	4,376,575	5,427,700	1,307,414	1,497,454
Horse.....lbs.	178,306	39,999	32,451	11,016
All other.....lbs.	707,578	835,713	224,232	354,511
Honey.....lbs.		337,976	53,614	65,454
Hops.....lbs.	801,162	660,779	121,614	164,867
Household and personal effects			4,313,636	4,478,785
India rubber, manufactures of:				
Scrap and old.....lbs.	1,496,320	1,951,976	112,418	193,827
Reclaimed.....lbs.	4,140,129	2,713,656	669,202	455,147
Belting hose and packing			468,126	539,496
Boots and shoes—				
Boots.....pairs.	68,701	84,093	186,331	254,837
Shoes.....pairs.	92,739	166,601	72,871	168,399
Druggists' rubber sundries				206,490
Tires—				
For automobiles			1,485,939	1,766,518
All other			49,493	92,707
All other			1,871,942	1,474,078
Ink:				
Printers'			74,532	110,540
All other			40,015	71,011
Instruments and apparatus for scientific purposes:				
Medical and surgical instruments			169,576	274,388
Optical instruments			498,796	155,153
All other			560,503	671,283
Iron ore.....tons.	1,024,895	1,182,891	3,282,903	4,865,868
Iron and steel:				
Pig iron.....tons.	137,071	125,756	4,636,977	6,113,891
Scrap and old, fit only for remanufacture.....tons.	23,321	5,343	476,795	133,672
Bar iron.....lbs.	18,763,713	11,150,799	620,056	533,983
Bars and rods of steel—				
Wire rods.....lbs.	108,740,061	94,538,676	2,718,661	2,927,613
All other.....lbs.	308,824,865	286,123,576	11,205,142	13,385,264
Billets, ingots, and blooms of steel.....tons.	186,272	116,677	14,098,429	9,242,036
Bolts, rivets, nuts, and washers.....lbs.	8,765,645	9,347,782	704,074	750,948
Car wheels and axles			1,124,916	720,251
Castings, n. e. s			2,016,469	2,796,843
Chains				545,030
Cutlery—				
Razors			95,526	144,519
Table			102,252	57,789
All other			590,411	561,324
Enamel ware—				
Bathtubs.....No.	1,040	1,289	14,510	23,586
Lavatories and sinks			20,731	33,587
All other			214,027	199,560
Firearms			1,920,980	559,800
Forgings, n. e. s				4,104,924
Hardware—				
Builders'—				
Locks			430,747	328,574
Hinges and other			1,298,143	361,332
Other hardware				1,024,742
Hoop, band or scroll.....lbs.	25,841,536	32,004,044	1,188,519	1,646,248
Horseshoes.....lbs.	723,677	697,265	40,203	51,534
Machinery, machines, and parts of—				
Adding and calculating machines.....No.	1,594	2,476	277,770	276,980
Air-compressing machinery			139,399	227,493
Brewers' machinery			41,260	11,666
Cash registers.....No.	230	202	18,992	10,404
Cash registers, parts of			55,251	41,545
Concrete mixers				14,678
Cream separators.....No.	12,758	13,076	410,520	447,784
Elevators and elevator machinery			205,841	184,538

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
CANADA—continued.				
Iron and steel—Continued.				
Machinery, etc.—Continued.				
Engines, and parts of—				
Electric locomotives.....No..	30	16	$208,191	$68,496
Internal-combustion engines—				
Gas—Stationary.....No..	525	434	63,498	62,948
Gasoline—				
Automobile.....No..	16,668	24,175	1,805,608	2,741,927
Marine.....No..	2,026	2,553	757,735	809,973
Stationary.....No..	21,687	19,396	1,734,696	1,745,517
Traction and caterpillar.....No..	2,909	5,824	3,047,523	5,774,288
Kerosene engines.....No..	.....	8,940	.....	3,912,423
Steam engines—				
Locomotives.....No..	141	121	1,569,399	1,971,446
Marine.....No..	22	102	33,450	675,918
Stationary.....No..	183	238	195,374	364,407
Traction and caterpillar.....No..	303	241	594,952	467,327
All other engines.....No..	4,909	964	2,592,138	916,310
Boilers.....	.....	.....	.....	714,136
Parts of.....	.....	.....	3,626,929	5,154,901
Boiler tubes.....	.....	.....	.....	1,588,645
Excavating machinery.....	.....	.....	.....	190,546
Laundry machinery—				
Power laundry.....	.....	.....	152,275	208,390
All other.....	.....	.....	122,695	168,944
Lawn mowers.....	.....	.....	55,372	49,033
Metal-working machinery.....	.....	.....	7,780,396	3,751,327
Meters, gas and water.....	.....	.....	185,761	123,675
Milling machinery (flour and grist).....	.....	.....	221,376	224,319
Mining machinery—				
Oil-well machinery.....	.....	.....	43,831	56,293
All other.....	.....	.....	1,031,875	839,638
Paper and pulp mill machinery.....	.....	.....	1,399,397	1,114,020
Printing presses.....	.....	.....	720,947	413,244
Pumps and pumping machinery.....	.....	.....	1,656,401	1,589,624
Refrigerating machinery.....	.....	.....	109,331	189,325
Road-making machinery.....	.....	.....	.....	157,758
Sewing machines.....	.....	.....	642,239	536,708
Shoe machinery.....	.....	.....	174,301	146,421
Sugar-mill machinery.....	.....	.....	146,197	70,490
Textile machinery.....	.....	.....	1,647,861	1,988,735
Typesetting machines.....	.....	.....	483,610	390,376
Typewriting machines.....	.....	.....	783,456	886,733
Windmills.....	.....	.....	71,137	118,366
Woodworking machinery—				
Sawmill.....	.....	.....	151,951	193,633
All other.....	.....	.....	212,127	188,919
All other machinery, and parts of.....	.....	.....	14,522,538	13,938,941
Nails and wood screws—				
Cut nails.....lbs..	73,465	447,769	3,263	19,977
Wire nails.....lbs..	12,753,351	20,389,684	439,424	899,710
Wood screws.....	.....	.....	.....	88,100
All other, including tacks.....lbs..	1,713,058	1,095,062	84,245	83,778
Needles.....	.....	.....	.....	159,182
Pipes and fittings—				
Cast.....lbs..	12,778,653	10,726,900	517,521	836,476
Wrought.....lbs..	35,909,003	24,341,603	1,735,203	1,485,365
Radiators.....lbs..	2,790,874	2,255,590	163,201	165,644
Railway track material—				
Railroad spikes.....lbs..	2,342,710	5,526,631	77,492	219,030
Rails of steel.....tons..	69,384	43,819	2,661,427	1,965,464
Switches, frogs, etc.....	.....	.....	893,998	761,984
Safes.....No..	1,136	1,110	45,366	38,240
Scales and balances.....	.....	.....	127,225	214,176
Sheets and plates—				
Iron—				
Galvanized.....lbs..	42,794,608	41,913,018	2,459,739	2,953,343
All other.....lbs..	46,995,442	57,787,247	1,789,700	3,185,674
Steel—				
Plates.....lbs..	305,426,203	285,540,028	11,208,694	14,027,895
Sheets.....lbs..	167,021,089	186,496,477	5,713,295	9,953,517
Shells and projectiles, empty.....	.....	.....	.....	397,384
Ship and tank plates punched and shaped.....lbs..	.....	9,071,073	.....	467,719
Stoves and ranges, and parts of.....	.....	.....	690,132	684,442

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
CANADA—continued.				
on and steel—Continued.				
Structural iron and steel.....tons..	124,014	111,994	$8,022,251	$9,198,698
Tin plates, and manufactures of—				
Tin plates, terneplates, and taggers tin.....lbs..	133,625,014	125,109,818	7,691,901	9,936,118
All other manufactures.....	.....	.....	3,490,843	2,373,872
Tools, n. e. s.—				
Axes.....No..	17,681	10,303	12,280	9,706
Augers, bits, and drills.....	.....	.....	.....	340,285
Files and rasps.....	.....	.....	.....	181,027
Hammers and hatchets.....	.....	.....	37,394	41,249
Saws.....	.....	.....	553,534	303,712
All other.....	.....	.....	2,383,440	1,945,220
Wire, and manufactures of—				
Wire—				
Barbed.....lbs..	42,461,968	36,615,513	1,528,745	1,712,697
All other.....lbs..	63,139,222	60,789,852	2,285,206	2,810,312
Manufactures of—				
Wire rope and cables.....	.....	.....	.....	345,635
Woven-wire fencing.....	.....	.....	102,654	124,051
All other.....	.....	.....	1,242,468	804,961
All other manufactures of iron and steel.....	.....	.....	40,808,268	14,167,754
Ivory, and manufactures of, and scrap.....	.....	.....	136,131	.....
Lamps, chandeliers, etc. (except electric).....	.....	.....	610,441	634,382
Lead:				
Pigs, bars, etc.....lbs..	110,298,820	25,124,222	8,424,518	1,803,164
All other.....	.....	.....	652,844	462,486
Leather:				
Belting.....	.....	.....	158,577	137,370
Carriage, automobile, and upholstery.....	.....	.....	11,516	14,000
Glove.....	.....	.....	1,436,970	2,513,618
Patent.....	.....	.....	44,859	203,171
Sole.....lbs..	280,447	503,374	100,204	253,508
Upper leather—				
Calf.....sq. ft..	377,013	307,004	194,653	145,473
Kid.....sq. ft..	4,253,515	4,910,114	1,400,324	1,764,397
Grain or split.....sq. ft..	.....	629,417	.....	98,108
All other.....	.....	.....	1,235,918	692,586
All other.....	.....	.....	1,379,435	1,166,532
Manufactures of—				
Boots and shoes—				
Children's.....pairs..	383,031	239,945	283,345	216,999
Men's.....pairs..	269,149	216,651	711,328	625,039
Women's.....pairs..	990,688	771,693	2,327,603	1,969,492
Gloves.....doz. pairs..	.....	12,221	.....	71,284
Slippers.....pairs..	195,667	147,897	232,808	172,738
Harness and saddles.....	.....	.....	144,234	128,850
All other.....	.....	.....	1,505,507	927,097
Leather, imitation.....	.....	.....	220,205	277,887
Lime.....bbls..	146,465	119,522	91,430	102,705
Malt.....bush..	37,304	20,599	48,621	34,070
Matches.....	.....	.....	44,198	17,495
Meat and dairy products:				
Meat products—				
Beef products—				
Beef, canned.....lbs..	7,570,982	1,118,377	2,276,519	391,087
Beef, fresh.....lbs..	17,771,159	37,349,521	2,171,951	5,309,684
Beef, pickled, and other cured.....lbs..	9,394,712	2,623,317	1,177,374	402,578
Oleo oil.....lbs..	475,952	4,346,590	85,137	1,030,542
Oleomargarine.....lbs..	34,040	4,014,216	6,815	1,097,827
Tallow.....lbs..	224,404	263,483	32,345	37,984
Hog products—				
Bacon.....lbs..	118,709,847	42,837,136	21,366,115	11,744,199
Hams and shoulders, cured.....lbs..	5,617,090	14,286,628	1,021,892	3,787,253
Lard.....lbs..	5,375,768	893,977	984,930	208,131
Neutral lard.....lbs..	209,851	74,774	42,645	20,926
Pork, canned.....lbs..	393,295	131,696	107,633	45,286
Pork, fresh.....lbs..	24,832,531	11,395,691	4,944,891	2,792,704
Pork, pickled.....lbs..	16,929,411	13,689,396	2,501,890	3,065,724
Lard compounds, and other substitutes for lard..lbs..	723,515	227,830	93,266	50,494
Mutton.....lbs..	2,449,497	1,783,382	351,293	381,668
Poultry and game.....	.....	.....	73,097	23,861

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
CANADA—continued.				
Meat and dairy products—Continued.				
Meat products—Continued.				
Sausage—				
Canned ..... lbs..	63,247	238,242	$18,085	$60,364
All other ..... lbs..	589,115	342,298	145,835	105,052
Sausage casings ..... lbs..	340,067	708,893	190,317	427,525
Stearin from animal fat ..... lbs..	2,349,021	3,044,269	317,582	557,433
All other meat products—				
Canned	.....	.....	399,203	202,121
All other	.....	.....	702,151	450,986
Dairy products—				
Butter ..... lbs..	1,323,653	44,749	425,314	17,712
Cheese ..... lbs..	6,247,702	349,933	1,309,194	101,156
Milk—				
Condensed ..... lbs..	1,318,033	8,322,877	128,942	1,063,459
All other (including cream)	.....	.....	82,541	69,180
Metal polish	.....	.....	22,044	17,565
Metals, metal compositions, n. e. s	.....	.....	.....	500,563
Nickel silver	.....	.....	322,480	170,684
Mica and manufactures of	.....	.....	24,695	33,317
Moss	.....	.....	76,937	67,064
Motor boats ..... No..	54	22	42,775	27,296
Mucilage and paste	.....	.....	76,947	86,686
Musical instruments, and parts of:				
Organs ..... No..	559	656	27,665	42,859
Pianos—				
Player pianos ..... No..	108	253	30,813	63,499
All other ..... No..	1,227	1,284	219,615	236,195
Perforated music rolls	.....	.....	27,102	52,619
All other and parts of	.....	.....	539,196	648,307
Naval stores:				
Rosin ..... bbls..	172,578	129,070	1,105,640	876,077
Tar, turpentine, and pitch ..... bbls..	12,302	22,168	68,050	166,691
Turpentine, spirits of ..... galls..	1,109,029	978,125	503,013	424,520
Nickel, manufactures of	.....	.....	734,316	174,877
Notions, n. e. s	.....	.....	187,423	396,767
Nursery stock	.....	.....	164,991	187,011
Oakum ..... lbs..	552,164	1,178,791	57,562	152,554
Oil cake and oil-cake meal:				
Cottonseed ..... lbs..	21,729,393	13,578,354	368,669	295,069
Linseed or flaxseed ..... lbs..	6,384,269	11,746,256	125,749	282,101
All other ..... lbs..	1,155,261	493,597	24,474	11,302
Oilcloth and linoleum:				
For floors ..... sq. yds..	388,195	562,965	127,692	273,498
All other	.....	.....	81,499	106,961
Oils:				
Animal—				
Fish (except whale) ..... galls..	52,399	63,789	35,458	53,352
Lard ..... galls..	35,329	3,336	29,152	3,839
All other ..... galls..	128,525	102,753	99,050	113,026
Mineral—				
Crude (including all natural oils) ..... galls..	139,436,773	163,555,087	4,458,571	7,370,963
Refined or manufactured—				
Gas oil and fuel oil ..... galls..	194,550,465	288,416,169	5,542,836	12,363,498
Illuminating ..... galls..	15,282,764	11,727,491	850,415	1,001,090
Lubricating and heavy paraffin ..... galls..	6,473,634	7,370,000	1,234,509	1,877,877
Naphthas, n. e. s.—				
Gasoline ..... galls..	24,855,484	30,334,889	4,104,180	5,584,985
All other ..... galls..	1,875,671	3,380,705	224,448	384,258
Residuum (including tar), etc ..... galls..	466,817	375,676	22,321	66,896
Vegetable—				
Fixed or expressed—				
Cottonseed ..... lbs..	40,902,325	40,859,087	4,798,240	6,991,438
All other	.....	.....	986,282	1,509,876
Volatile or essential—				
Peppermint ..... lbs..	15,131	16,784	33,428	49,096
All other	.....	.....	150,536	201,951
Paints, pigments, colors, and varnishes:				
Dry colors—				
Lampblack	.....	.....	73,101	172,456
All other	.....	.....	415,101	476,522
Lead—				
Red ..... lbs..	.....	552,823	.....	60,055
White ..... lbs..	469,714	513,360	39,527	47,036

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
CANADA—continued.				
Paints, etc.—Continued.				
Ready-mixed paint ..... galls.	107,301	126,483	$121,977	$172,767
Varnish ..... galls.	34,252	90,230	71,686	263,002
Zinc, oxide of ..... lbs.	8,620,315	8,330,717	787,106	792,758
All other (including crayons)			1,204,334	1,106,640
Paper stock, rags and other (except wood pulp) ... lbs.	18,433,253	16,427,129	486,588	358,025
Paper:				
Bags			99,395	108,295
Books, music, maps, engravings, etc			5,735,842	6,883,757
Boxes and cartons			765,523	676,427
Carbon paper			62,544	54,949
Cash register and adding-machine paper			(a)	36,717
Paper board			759,295	784,571
Paper hangings			300,716	248,029
Playing cards			16,205	35,964
Printing paper—				
News print ..... lbs.	1,245,719	453,611	53,587	27,244
All other ..... lbs.	8,614,601	8,004,122	739,755	708,944
Tissue and toilet paper			(a)	269,175
Towels and napkins			(a)	22,227
Wax paper			(a)	39,918
Wrapping paper ..... lbs.	10,914,153	8,797,135	742,345	694,480
Writing paper and envelopes			364,369	448,306
All other			2,040,488	2,038,029
Paraffin ..... lbs.	442,417	436,361	23,591	33,144
Pencils (except slate) and pencil leads			372,002	383,271
Penholders ..... gross.	10,569	11,881	17,876	21,296
Pens:				
Fountain pens ..... No.	70,236	92,334	36,243	48,487
Metallic (except gold) ..... gross.	39,519	43,068	18,032	24,538
Perfumeries, cosmetics, etc			497,124	431,494
Phonographs, graphophones, etc., and records and materials for—				
Phonographs, graphophones, etc ..... No.	51,471	62,037	1,176,650	1,644,590
Records and materials for			831,152	1,280,629
Photographic goods:				
Cameras			127,508	104,671
Motion-picture films—				
Not exposed ..... lin. ft.	756,511	1,926,471	25,416	64,617
Exposed ..... lin. ft.	14,358,240	15,327,863	1,087,408	1,142,495
Other sensitized goods			196,820	177,951
Photographic apparatus			110,689	254,591
All other			301,958	361,205
Plaster, builders' and common			27,211	15,102
Plated ware (except cutlery and jewelry):				
Silver plated			205,345	148,686
All other			270,389	373,959
Plates—Electrotype and stereotype			89,609	110,768
Platinum, and manufactures of:				
Unmanufactured ..... oz. troy.	322	468	27,662	50,697
Manufactures of			67,549	27,189
Plumbago or graphite, and manufactures of:				
Unmanufactured ..... lbs.	607,176	566,492	26,742	29,833
Manufactures of			326,425	103,658
Quicksilver ..... lbs.	206,077	249,435	249,079	355,466
Refrigerators			27,918	32,478
Roofing felt, and similar material			292,717	226,536
Salt ..... lbs.	129,654,317	161,490,004	370,016	592,944
Sand and gravel			274,844	501,584
Seeds:				
Flaxseed ..... bush.	344	5,836	1,318	31,300
Grass—				
Clover ..... lbs.	1,918,005	2,586,886	361,772	748,523
Timothy ..... lbs.	11,196,094	6,165,821	666,328	520,614
All other ..... lbs.	2,282,433	1,577,192	194,148	186,120
All other seeds			364,631	415,764
Shells			65,922	81,260
Shoe findings			851,333	755,243
Silk, manufactures of			4,206,497	7,893,852
Silk, artificial, manufactures of			201,793	484,058
Soap:				
Toilet and fancy			333,679	399,516
All other ..... lbs.	9,084,717	7,328,927	585,342	667,477
Spices			89,284	139,348

a Included in "All other paper" prior to 1918.

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
CANADA—continued.				
Spirits, wines, malt liquors, and other beverages:				
Malt liquors			$66,318	$64,998
Distilled liquors—				
Alcohol, etc. (except wood)....pf. galls..	1,806,382	4,333,717	498,542	1,732,137
All other....pf. galls..	42,191	49,377	52,905	65,367
Wines....galls..	212,491	257,031	93,900	160,964
Other beverages			101,890	142,191
Sponges....lbs..	27,156	35,608	38,691	51,301
Starch....lbs..	2,943,034	3,098,698	122,551	190,989
Stearin, vegetable....lbs..	325,534	90,717	48,263	17,038
Stone (including marble), and manufactures of:				
Unmanufactured			429,548	527,340
Manufactures of—				
Grindstones			72,099	90,783
All other			390,592	490,916
Straw and palm leaf, manufactures of			510,954	141,707
Sugar and molasses:				
Molasses....galls..	1,010,911	2,199,056	243,184	587,025
Sirup....galls..	163,836	88,285	83,668	64,473
Sugar, refined....lbs..	841,892	11,936,008	50,607	693,298
Surgical appliances (not including instruments)			678,052	714,249
Suspenders and garters				69,442
Theatrical effects			13,005	
Tin in pigs, bars, etc....lbs..	275,152	102,160	115,685	58,737
Tobacco:				
Unmanufactured—Leaf....lbs..	15,272,422	17,577,987	3,430,684	6,296,212
Manufactures of—				
Cigarettes....M..	1,815	28,225	6,597	51,212
Plug....lbs..	115,143	332,152	49,395	128,604
Smoking....lbs..	317,112	426,555	175,049	242,412
All other			8,934	17,458
Toys			705,550	790,248
Trunks, valises, and traveling bags			60,598	99,816
Type....lbs..	70,793	84,328	31,886	40,748
Typewriter ribbons			64,535	75,198
Umbrellas and parasols			59,818	32,256
Vegetables:				
Beans and dried peas....bush..	531,972	129,423	2,926,035	797,697
Onions....bush..	207,852	184,844	296,253	190,193
Pickles and sauces			311,672	334,944
Potatoes (except sweet potatoes)....bush..	574,190	825,482	610,648	903,306
Vegetables, canned			1,214,766	1,595,795
All other			1,684,604	2,083,358
Vinegar....galls..	113,647	83,950	15,970	14,138
Vulcanized fiber, and manufactures of			152,264	130,018
Wall boards				25,887
Wax:				
Beeswax....lbs..	49,530	39,889	19,045	17,498
Manufactures of			60,907	88,981
Wood:				
Logs and round timber—				
Oak....M ft..	301		12,376	
All other....M ft..	50,115	20,307	545,104	354,303
Firewood, and other unmanufactured			194,811	247,429
Timber—				
Hewn....M ft..	2,212	2,847	87,158	132,871
Sawed—				
Pitch pine....M ft..	1,584	1,830	48,877	55,802
All other....M ft..	5,949	15,190	168,039	538,218
Lumber—				
Boards, planks, and scantlings—				
Cypress....M ft..	4,197	5,271	130,047	207,534
Fir....M ft..	27,463	20,562	378,904	618,234
Gum....M ft..	8,687	16,565	233,531	511,557
Oak....M ft..	36,908	47,183	1,485,306	2,065,472
Pine—				
White....M ft..	2,779	3,916	66,028	144,948
Yellow—				
Pitch....M ft..	804	2,170	21,685	70,419
All other....M ft..	43,379	69,493	962,431	1,967,844
Poplar....M ft..	4,026	4,002	159,568	190,483
Spruce....M ft..	4,169	6,669	244,613	523,492
All other boards, planks, etc.—				
Hardwood....M ft..		38,305		1,733,051
Softwood....M ft..		11,961		326,109
All other....M ft..	51,442	156	1,659,420	6,046

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
CANADA—continued.				
Wood—Continued.				
Lumber—Continued.				
Railroad ties.....No..	1,152,707	1,487,415	$619,228	$1,073,265
Shingles.....M..	9,434	4,651	26,261	14,769
Shooks.....	.....	.....	326,919	102,585
Staves.....No..	26,268,280	28,998,767	408,689	554,161
Heading.....	.....	.....	125,752	153,693
All other lumber.....	.....	.....	1,099,014	847,954
Boat ores and paddles.....	.....	.....	.....	13,668
Handles, instrument and tool.....	.....	.....	.....	204,872
Doors, sash, and blinds.....	.....	.....	149,877	242,586
Furniture.....	.....	.....	606,171	740,813
Hogsheads and barrels, empty.....	.....	.....	96,214	134,368
Incubators and brooders.....	.....	.....	27,576	71,449
Trimmings, moldings, etc.....	.....	.....	117,519	136,390
Woodenware.....	.....	.....	68,722	66,868
Wood pulp.....tons..	11,965	6,482	713,956	392,225
All other manufactures of.....	.....	.....	2,843,722	2,559,222
Wool:				
Unmanufactured.....lbs..	2,138,077	967,666	1,225,071	890,691
Manufactures of—				
Blankets.....	.....	.....	.....	43,096
Cloths and dress goods.....yds..	.....	1,455,137	.....	2,040,409
Wearing apparel.....	.....	.....	2,579,619	1,807,548
Woolen rags.....lbs..	1,245,608	1,632,847	170,677	226,244
All other.....	.....	.....	4,718,434	2,094,224
Yeast.....	.....	.....	391,866	640,211
Zinc:				
Ore.....tons..	70	1,203	2,800	64,873
Pigs, bars, etc.....lbs..	25,422,114	16,549,059	3,002,799	1,406,528
Plates and sheets.....lbs..	2,598,789	2,606,056	440,635	415,518
All other.....	.....	.....	116,337	234,686
All other articles.....	.....	.....	1,413,164	3,352,233
Total domestic exports.....	.....	.....	758,596,251	744,084,425
Total foreign exports.....	.....	.....	28,580,848	34,405,597
Total exports.....	.....	.....	787,177,099	778,490,022
CENTRAL AMERICAN STATES—COSTA RICA.				
Agricultural implements.....	.....	.....	22,348	5,905
Asphaltum, manufactures of.....	.....	.....	4,067	27
Blacking, shoe paste, etc.....	.....	.....	15,716	4,507
Brass, and manufactures of.....	.....	.....	10,630	5,015
Breadstuffs:				
Bran and middling.....tons..	193	2	6,141	95
Bread and biscuit.....lbs..	67,127	19,268	8,310	3,016
Corn.....bush..	8,062	937	8,743	1,976
Oat meal and rolled oats.....lbs..	27,794	34,331	1,508	2,726
Preparations of, for table food.....	.....	.....	15,195	2,907
Rice.....lbs..	195,357	20,000	8,043	1,360
Wheat.....bush..	25	.....	59	.....
Wheat flour.....bbls..	63,792	19,301	503,352	199,173
All other.....	.....	.....	13,308	1,976
Broom corn, and manufactures of.....	.....	.....	4,303	1,897
Brushes.....	.....	.....	4,364	1,361
Buttons, and parts of.....	.....	.....	3,544	1,220
Cars, automobiles, and other vehicles:				
Automobiles, and parts of—				
Commercial.....No..	1	5	900	10,245
Passenger.....No..	37	199	23,125	85,070
Parts of (not including engines and tires).....	.....	.....	7,498	23,613
Cars, passenger and freight, and parts of—				
For steam railways.....	.....	.....	2,955	.....
For other railways.....No..	.....	10	5,738	1,615
Wagons.....No..	34	10	3,232	800
All other and parts of.....	.....	.....	10,574	8,193
Cement, hydraulic.....bbls..	14,968	6,657	29,999	15,382
Chemicals, drugs, dyes, and medicines:				
Acids.....	.....	.....	7,305	7,972
Baking powder.....lbs..	9,486	3,334	3,043	1,165
Calcium carbide.....lbs..	156,896	73,331	6,347	3,624
Copper, sulphate of.....lbs..	1,060	12,100	107	1,152
Medicinal and pharmaceutical preparations.....	.....	.....	22,007	22,214
Soda salts, and preparations of.....	.....	.....	35,635	7,471
All other.....	.....	.....	66,682	37,645

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
CENTRAL AMERICAN STATES—COSTA RICA—contd.				
Chewing gum			$5,718	$
Clocks and watches, and parts of			1,346	
Coal and coke:				
Bituminous tons	17,639	1,565	68,546	
All other tons	1,205	1	6,051	
Confectionery			9,876	
Copper:				
Pigs, bars, plates, rods, and wire lbs	7,432	2,899	2,487	
All other			3,338	
Cotton, manufactures of:				
Cloth—				
Unbleached yds	1,853,427	601,321	119,989	
Bleached yds	736,351	436,896	63,853	
Colored—				
Printed yds	764,832	300,774	58,830	
Dyed in the piece yds	394,372	332,133	42,962	
All other yds	1,881,102	424,424	209,533	
Laces and embroideries			2,840	
Wearing apparel—				
Corsets			4,373	
Knit goods			43,679	
All other			56,668	
Yarn lbs		3,973	360	
All other			99,940	
Earthen, stone, and china ware:				
Chinaware			4,708	
All other			11,500	
Eggs doz	13,620		5,846	
Electrical machinery, appliances, and instruments:				
Batteries			3,376	
Dynamos and generators			2,512	
Insulated wire and cables			6,650	
Interior wiring supplies			2,172	
Lamps, incandescent—				
Carbon filament No	7,150	700	1,192	
Metal filament No	42,556	19,825	7,008	
Motors			10,594	
Transformers			7,026	
All other			28,194	
Explosives:				
Cartridges, loaded			1,697	
Dynamite lbs	169,250	257,500	29,851	
Fuses				
Gunpowder lbs	16,398	1,812	3,989	
All other			31,148	
Fertilizers tons	76	2	3,579	
Fibers, vegetables, and manufactures of:				
Bags			28,620	
Cordage lbs	96,932	36,531	17,514	
Twine			4,049	
All other			3,678	
Fish, and fish products:				
Cod, haddock, etc lbs	211,111	34,360	20,819	
Salmon, canned and other			9,079	
Fish, canned (except salmon)			9,417	
Shellfish			5,699	
All other fish and fish probucts			749	
Fruit and nuts:				
Fruits—				
Apples, green or ripe bbls	569	142	2,825	
All other, green, ripe or dried			9,259	
All other fruits and nuts			4,339	
Furniture, metal			3,755	
Glass and glassware:				
Bottles, vials, demijohns, etc			7,303	
Cylinder, crown, and common window glass box, 50 sq. ft	1,534	153	6,846	
All other			14,285	
Glucose (corn sirup) lbs	18,193	120,750	579	
Grease			3,782	
Household and personal effects			3,233	
India rubber, manufactures of:				
Belting, hose, and packing			8,085	
Tires—				
For automobiles			11,918	
All other			2,572	
All other manufactures of			11,735	

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
CENTRAL AMERICAN STATES—COSTA RICA—contd.				
ink			$4,480	$2,960
instruments and apparatus for scientific purposes			5,601	727
iron and steel:				
Bar iron...lbs.	184,990	22,147	5,789	1,131
Bars or rods of steel...lbs.	319,809	27,286	11,939	2,811
Bolts, nuts, rivets, and washers...lbs.	71,898	47,398	5,101	4,243
Car wheels and axles			1,909	1,426
Chains				2,367
Castings, n. e. s.			3,649	135
Cutlery			6,730	3,039
Enamel ware—				
Lavatories and sinks			2,650	321
All other			20,285	3,351
Hardware, builders—				
Locks			4,841	2,077
Hinges and all other			10,960	1,243
Other hardware				1,216
Firearms			2,803	1,332
Horseshoes...lbs.	37,650	30,609	1,886	1,866
Machinery, machines, and parts of—				
Air-compressing machinery			858	2,075
Cash registers, and parts of			11,402	42
Elevators and elevator machinery			6,583	
Engines, and parts of—				
Engines...No.	20	10	8,509	4,015
Parts of			35,169	2,469
Metal-working machinery			3,715	9,875
Milling machinery (flour and grist)			128	
Mining machinery			24,744	2,937
Printing presses			612	821
Pumps and pumping			5,822	7,043
Sewing machines			4,959	1,674
Sugar-mill machinery			2,008	13,459
Typewriting machines			8,617	4,855
All other machinery, and parts of			68,491	15,376
Nails and wood screws—				
Wire...lbs.	488,688	154,474	21,249	8,459
All other (including tacks)			6,368	3,214
Pipes and fittings—				
Cast...lbs.	100,150	64,436	4,037	3,740
Wrought...lbs.	1,793,693	38,567	89,576	2,225
Railway track material—				
Railroad spikes...lbs.	62,691	44,215	2,342	3,131
Switches, frogs, etc.			2,975	753
Safes...No.	25		1,300	
Scales and balances			1,700	2,277
Sheets and plates—				
Galvanized iron and steel sheets...lbs.	1,064,513	137,746	51,973	9,895
Iron...lbs.	51,441		2,340	
Steel...lbs.	249,701	1,500	11,330	120
Stoves and ranges, and parts of			3,534	153
Structural iron and steel...tons.	18		1,018	
Tin plates and manufactures of—				
Tin plates, terneplates, and taggers' tin...lbs.	48,023		3,081	
All other manufactures of			7,286	5,000
Tools, n. e. s.—				
Saws			3,607	1,964
Shovels and spades			3,234	3,638
All other			23,180	10,477
Wire and manufactures of—				
Wire...lbs.	118,424	17,524	6,511	2,022
All other			19,370	7,041
All other manufactures of iron and steel			111,161	21,457
Lamps, chandeliers, etc. (except electric)			7,651	3,508
Lead, and manufactures of			3,995	4,531
Leather:				
Belting			2,945	1,184
Patent			6,468	4,197
Upper—				
Calf...sq. ft.	26,228	10,402	8,396	3,913
Kid...sq. ft.	252,959	94,487	65,437	24,662
Grain or split...sq. ft.		43,007		8,362
All other			24,708	22,459
All other			12,101	2,039

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
CENTRAL AMERICAN STATES—COSTA RICA—contd.				
Leather—Continued.				
Manufactures of—				
Boots and shoes—				
Children's ....pairs..	1,155	1,917	$1,037	$2,861
Men's ....pairs..	1,982	1,454	5,565	5,845
Women's ....pairs..	1,741	1,369	4,006	2,346
Harness and saddles			3,668	1,171
All other			5,211	1,641
Imitation			536	1,812
Malt ....bush..	1,316	3,694	2,164	6,488
Matches			4,295	1,325
Meat and dairy products:				
Meat products—				
Beef products—				
Beef, pickled, and other cured ....lbs..	58,006	1,412	7,057	217
Oleomargarine, imitation butter ....lbs..	37,012	2,412	5,252	510
Tallow ....lbs..	107,629	4,856	12,554	675
All other beef products ....lbs..	4,492		855	186
Hog products—				
Hams and shoulders, cured ....lbs..	40,827	16,495	9,295	4,870
Lard ....lbs..	932,491	194,667	157,704	54,203
Pork, pickled ....lbs..	43,443	5,000	4,424	804
All other hog products ....lbs..	23,023		4,201	2,942
Stearin from animal fats ....lbs..	44,462	65,864	6,245	11,030
Lard compounds and substitutes for lard ....lbs..	58,143	26,298	8,588	5,050
All other meat products			6,730	1,983
Dairy products—				
Butter ....lbs..	11,466	1,046	4,010	426
Cheese ....lbs..	19,771	4,666	4,382	1,446
Milk			22,447	3,949
Musical instruments, and parts of			3,601	4,114
Naval stores:				
Rosin ....bbls..	3,711	954	24,156	6,519
Tar, turpentine, and pitch ....bbls..	519	42	3,071	351
Turpentine, spirits of ....galls..	4,999	1,667	2,640	932
Notions			3,523	1,006
Oilcloth and linoleum			5,739	1,128
Oils:				
Mineral—				
Crude (including all natural oils) ....galls..	500		42	
Gas and fuel oil ....galls..	514	5,765	55	338
Illuminating ....galls..	107,168	122,785	12,662	18,638
Lubricating and heavy paraffin ....galls..	37,199	85,217	12,263	30,204
Naphthas, etc.—				
Gasoline ....galls..	154,007	50,612	36,010	13,026
All other ....galls..	109,737	22,620	16,848	4,710
Vegetable—Fixed or expressed—				
Cottonseed ....lbs..	171,667	64,779	23,590	12,390
Linseed or flaxseed ....galls..	8,016	2,661	6,880	3,197
All other			8,164	1,517
All other oils			2,130	2,566
Paints, pigments, colors, and varnishes:				
Dry colors			1,435	4,370
Ready-mixed paints ....galls..	3,188	1,764	5,006	2,898
All other (including crayons)			14,933	10,904
Paper:				
Bags			17,847	4,437
Books, music, maps, engravings, etc			30,945	25,354
Boxes and cartons			1,288	699
Printing paper—				
News-print ....lbs..	458,821	42,968	18,817	1,967
All other ....lbs..	606,714	91,326	43,399	7,555
Wrapping paper ....lbs..	394,144	82,353	30,035	6,409
Writing paper and envelopes			15,731	9,960
All other			29,667	9,862
Paraffin and paraffin wax ....lbs..	1,408,151	634,945	90,181	58,372
Perfumeries, cosmetics, etc			4,618	3,815
Phonographs, graphophones, etc., and records, and materials for			4,202	6,076
Photographic goods:				
Motion-picture films—Exposed ....lin. ft..	556,505	49,600	3,521	2,665
All other			5,661	920
Plated ware (except cutlery and jewelry)			6,472	4,808
Plumbago, manufactures of			1,633	2,023
Roofing felt and similar material			1,174	6,938

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
CENTRAL AMERICAN STATES—COSTA RICA—contd.				
alt ..... lbs..	604,967	183,630	$4,294	$1,999
eeds	.....	.....	2,094	2,419
hoe findings	.....	.....	6,029	3,559
ilk, manufactures of	.....	.....	9,413	3,495
oap	.....	.....	6,721	4,695
pirits, wines, malt liquors, and other beverages:				
Malt liquors, in bottles ..... doz. qts..	9,720	3,748	13,930	5,979
Spirits, distilled ..... pf. galls..	4,257	326	8,473	902
Wines ..... galls..	27,842	8,529	10,886	4,828
All other	.....	.....	6,181	1,281
tarch ..... lbs..	3,693	96,442	187	5,534
urgical appliances (not including instruments)	.....	.....	6,066	4,210
obacco:				
Unmanufactured—Leaf ..... lbs..	45,095	18,676	9,729	7,109
Manufactures of—				
Cigarettes ..... M..	1,261	840	3,064	3,049
All other	.....	.....	2,966	732
Toys	.....	.....	6,237	2,640
Type ..... lbs..	8,374	558	3,536	430
Umbrellas and parasols	.....	.....	6,033	3,307
Vegetables:				
Beans and dried peas ..... bush..	1,982	36	9,201	230
Pickles and sauces	.....	.....	3,463	722
Potatoes (except sweet potatoes) ..... bush..	5,396	19,768	6,608	28,805
Vegetables, canned	.....	.....	4,681	688
All other	.....	.....	2,854	911
Wax, manufactures of	.....	.....	3,916	673
Wood:				
Lumber—				
Boards, planks, and scantlings—Pine ..... M ft..	415	123	12,203	4,837
Shooks	.....	.....	4,006	3,676
All other	.....	.....	5,024	112
Furniture	.....	.....	14,266	3,881
All other	.....	.....	17,050	8,857
Wool, manufactures of	.....	.....	47,123	10,915
Zinc:				
Plates and sheets ..... lbs..	81,051	69,092	15,224	13,207
All other	.....	.....	1,664	2
All other articles	.....	.....	50,055	24,936
Total domestic exports	.....	.....	3,859,870	1,874,622
Total foreign exports	.....	.....	124,984	28,602
Total exports	.....	.....	3,984,854	1,903,224
CENTRAL AMERICAN STATES—GUATEMALA.				
Agricultural implements:				
Plows and cultivators	.....	.....	3,147	4,105
All other	.....	.....	14,336	26,412
Animals:				
Cattle ..... No..	57	2	4,855	100
Horses ..... No..	73	4	12,570	1,900
Mules ..... No..	4	.....	900	.....
All other (including fowls)	.....	.....	1,380	624
Blacking, shoe paste, etc	.....	.....	11,156	4,886
Brass, and manufactures of	.....	.....	13,132	10,891
Breadstuffs:				
Bread and biscuit ..... lbs..	66,786	42,433	7,668	7,513
Corn ..... bush..	3,746	11,408	6,621	25,852
Corn meal and flour ..... bbls..	349	269	1,451	3,026
Mill feed ..... tons..	.....	1	.....	78
Oats ..... bush..	3,970	1,450	3,174	1,080
Oatmeal and rolled oats ..... lbs..	20,237	37,103	1,243	3,079
Preparations of, for table food	.....	.....	13,557	6,580
Rice ..... lbs..	181,546	85,502	7,515	6,504
Rye flour ..... bbls..	12	414	100	4,662
Wheat ..... bush..	2	10,520	4	25,250
Wheat flour ..... bbls..	98,683	107,219	724,860	1,188,262
All other	.....	.....	2,232	887
Brooms	.....	.....	2,122	2,090
Brushes	.....	.....	5,485	3,603
Buttons, and parts of	.....	.....	5,354	3,546
Candles ..... lbs..	26,948	26,958	2,854	4,806

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
CENTRAL AMERICAN STATES—GUATEMALA—contd.				
Cars, automobiles, and other vehicles:				
Automobiles, and parts of—				
Commercial.....No.	4	3	$4,323	$5,512
Passenger.....No.	35	34	36,174	46,657
Parts of (not including engines and tires).....	.....	.....	9,852	9,111
Carriages.....No.	13	2	4,071	227
Cars—				
For steam railways.....	.....	.....	4,124	.....
For other railways.....	.....	.....	3,170	.....
Bicycles, tricycles, etc.....	.....	.....	5,879	6,367
Motorcycles.....No.	31	28	8,125	5,033
All other, and parts of.....	.....	.....	15,770	42,122
Celluloid, and manufactures of.....	.....	.....	3,503	4,942
Cement, hydraulic.....bbls.	14,370	9,747	27,963	23,808
Chemicals, drugs, dyes, and medicines:				
Acids.....	.....	.....	5,316	8,966
Baking powder.....lbs.	9,632	8,856	3,056	2,689
Calcium carbide.....lbs.	139,536	95,828	5,091	4,608
Copper, sulphate of.....lbs.	86,771	898	10,238	102
Medicinal and pharmaceutical preparations.....	.....	.....	42,242	65,971
Soda, salts, and preparations of.....	.....	.....	9,558	3,031
Sulphur or brimstone.....tons.	.....	62	.....	5,158
All other.....	.....	.....	114,354	56,003
Chewing gum.....	.....	.....	9,997	8,173
Coal and coke:				
Coal—Bituminous.....tons.	1,362	470	7,182	3,122
All other.....tons.	89	23	1,168	617
Confectionery.....	.....	.....	12,628	11,140
Copper:				
Plates and sheets.....lbs.	9,255	6,461	3,329	2,536
Wire.....lbs.	35,884	9,552	11,777	3,848
All other.....	.....	.....	18,042	3,533
Cork, manufactures of.....	.....	.....	4,792	2,409
Cotton:				
Unmanufactured—Upland and other (including linters).....lbs.	506,078	450,000	129,889	136,000
Manufactures of—				
Cloth—				
Unbleached.....yds.	5,179,817	1,737,007	353,319	194,499
Bleached.....yds.	1,087,530	606,985	100,428	92,342
Colored—				
Printed.....yds.	2,259,557	1,229,471	150,817	155,394
Dyed in the piece.....yds.	916,607	1,349,017	99,919	221,101
All other.....yds.	3,882,394	1,468,293	403,240	240,645
Laces and embroideries.....	.....	.....	3,662	2,034
Mill waste.....lbs.	43,888	15,939	4,537	1,621
Wearing apparel—				
Knit goods.....	.....	.....	29,052	21,821
All other.....	.....	.....	66,534	22,123
Yarn.....lbs.	.....	10,712	44,167	4,734
All other manufactures of.....	.....	.....	85,593	63,589
Dental goods.....	.....	.....	3,627	1,604
Earthen, stone, and china ware:				
Chinaware.....	.....	.....	6,035	4,034
Earthen and stone ware.....	.....	.....	9,658	18,408
All other.....	.....	.....	7,524	4,135
Electrical machinery, appliances, and instruments:				
Batteries.....	.....	.....	4,376	1,858
Dynamos or generators.....	.....	.....	1,961	2,612
Insulated wires and cables.....	.....	.....	4,231	9,858
Interior wire supplies and fixtures.....	.....	.....	5,254	2,128
Lamps, incandescent.....No.	114,333	26,632	15,816	7,154
Motors.....	.....	.....	3,438	3,629
Transformers.....	.....	.....	2,162	571
All other.....	.....	.....	22,444	19,931
Explosives:				
Cartridges, loaded.....	.....	.....	200,532	14,051
Dynamite.....lbs.	15,386	5,000	3,604	1,449
Shells and projectiles, loaded.....	.....	.....	.....	18,000
All other.....	.....	.....	4,210	7,703
Fertilizers.....tons.	132	.....	6,645	.....
Fibers, vegetable, manufactures of:				
Bags.....	.....	.....	44,293	57,416
Cordage.....lbs.	42,484	15,492	8,482	4,891
Twine.....	.....	.....	6,120	3,504
All other.....	.....	.....	3,368	3,364

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued				
CENTRAL AMERICAN STATES—GUATEMALA—contd.				
Fish:				
Cod, haddock, etc.....lbs..	132,959	89,645	$14,299	$11,734
Salmon, canned.....lbs..	45,484	19,026	4,708	2,584
Fish, canned (except salmon, etc.)			11,874	9,358
All other fish and fish products			4,791	2,125
Fruits and nuts:				
Fruits—				
Apples, green or ripe.....bbls..	927	929	4,511	4,677
Raisins and other dried grapes.....lbs..	44,262	14,293	4,215	1,471
All other, green, ripe, or dried			8,364	6,224
Prepared or preserved			4,416	6,871
Nuts			2,645	2,579
Furniture of metal			6,183	6,390
Furs and fur skins, manufactures of			3,382	
Glass and glassware:				
Bottles, vials, demijohns, etc			10,257	1,873
Cylinder, crown, and common window glass, box, 50 sq. ft..	3,533	1,549	14,378	7,698
Plate glass.....sq. ft..	6,676	6,057	4,536	3,451
All other			20,124	22,203
Gold and silver, manufactures of (including jewelry)			1,014	238
Grease			3,226	2,883
Hats and materials for:				
For men and boys				7,818
For women and children				711
Trimmings, etc				274
Hops.....lbs..	24,301	1,703	3,628	440
Household and personal effects			6,349	8,604
India rubber, manufactures of:				
Belting, hose, and packing			10,119	4,078
Tires			26,473	8,454
All other			14,734	12,699
Ink			5,620	4,424
Instruments and apparatus for scientific purposes			2,464	4,344
Iron and steel:				
Bar iron.....lbs..	232,130	129,902	7,144	5,993
Bars or rods of steel.....lbs..	522,236	152,403	19,282	8,442
Bolts, nuts, rivets, washers.....lbs..	115,589	61,130	7,075	5,557
Car wheels and axles			42	2,070
Castings, n. e. s			2,219	2,441
Cutlery			10,848	9,930
Enamel ware			22,293	27,360
Firearms			149,513	188,706
Hardware, builders'—				
Locks			5,414	7,772
Hinges and other			14,437	4,432
Other hardware				5,790
Hoop, band, and scroll.....lbs..	1,674	30,334	78	3,019
Machinery, machines, and parts of—				
Adding and calculating machines.....No..	25	22	5,377	3,084
Brewers' machinery			42	2,225
Cash registers.....No..	7	6	1,922	1,057
Engines, and parts of—				
Internal-combustion engines—				
Gas, stationary.....No..	1	1	2,167	132
Gasoline, marine.....No..	16	6	3,069	449
Stationary.....No..	9	6	1,202	1,689
Traction and caterpillar.....No..		1		802
Kerosene engines.....No..		22		2,522
Locomotives.....No..	1	3	1,900	8,200
Steam, stationary.....No..	5	2	3,946	2,077
All other.....No..	15		4,924	9,864
Parts of			12,074	
Boiler tubes				1,056
Metal-working machinery			4,633	2,595
Mining machinery			14,212	4,907
Printing presses			3,311	444
Pumps and pumping			12,602	5,327
Sewing machines			13,328	29,709
Sugar-mill machinery			6,171	905
Typewriting machines			29,923	10,532
Woodworking machinery			2,105	5,189
All other and parts of			68,177	43,763

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
CENTRAL AMERICAN STATES—GUATEMALA—contd.				
Iron and steel—Continued.				
Nails and wood screws—				
Wire.....lbs..	371,795	982,541	$15,098	$46,408
Wood screws				1,389
All other (including tacks).....lbs..	71,567	79,484	6,605	6,376
Pipes and fittings—				
Cast.....lbs..	105,220	859,467	6,492	40,712
Wrought.....lbs..	352,159	452,839	19,189	33,775
Railway track material, etc			4,739	
Railroad spikes.....lbs..	145,614	25,000	4,978	1,675
Rails of steel.....tons..	86	1,030	2,304	67,322
Switches, frogs, etc			4,739	14,723
Scales and balances			3,126	2,591
Sheets and plates—				
Galvanized.....lbs..	824,528	3,559,250	41,504	287,494
Iron.....lbs..	75,748	56,349	3,448	4,409
Steel.....lbs..	129,795	4,962	4,969	458
Shells and projectiles, empty				6,440
Stoves and ranges, and parts of			6,020	5,338
Structural iron and steel.....tons..	205	11	12,604	1,110
Tin plates and manufactures of—				
Tin plates, terneplates, and taggers' tin.....lbs..	95,768	5,040	6,111	631
All other manufactures of			8,889	10,278
Tools—				
Saws			3,484	2,492
All other			43,297	27,106
Wire, and manufactures of—				
Barbed.....lbs..	548,357	324,138	23,800	17,745
All other.....lbs..	94,264	22,933	6,930	1,382
Manufactures of			25,278	20,425
All other manufactures of iron and steel			97,990	68,866
Lamps, chandeliers, etc. (except electric)			7,737	8,713
Lead, and manufactures of			3,239	3,377
Leather:				
Belting			12,695	6,147
Patent			19,639	4,110
Upper—				
Calf.....sq. ft..	35,057	11,196	14,771	6,247
Kid.....sq. ft..	335,385	206,561	109,721	76,203
Grain and split.....sq. ft..		11,779		2,358
All other			27,302	19,286
All other			10,442	2,045
Manufactures of—				
Boots and shoes—				
Children's.....pairs..	781	653	779	558
Men's.....pairs..	4,512	1,827	13,008	5,892
Women's.....pairs..	3,469	1,714	7,267	3,797
Harness and saddles			6,628	1,820
All other			17,454	3,498
Malt.....bush..	33,331	18,475	38,574	25,172
Matches			2,407	4,094
Meat and dairy products:				
Meat products—				
Beef products—				
Beef, pickled, and other cured.....lbs..	23,030	8,350	2,509	1,572
Oleomargarine.....lbs..	16,140	13,123	2,364	2,603
Tallow.....lbs..	225,852	18,708	28,218	2,927
All other.....lbs..	23,489	3,278	1,605	957
Hog products—				
Bacon.....lbs..	16,435	9,297	3,431	3,270
Ham and shoulders, cured.....lbs..	54,846	39,381	12,321	11,676
Lard.....lbs..	124,372	37,940	20,227	9,446
Pork, pickled.....lbs..	44,056	14,176	5,944	3,170
Lard compounds and other substitutes for lard .....lbs..	113,309	43,410	16,192	8,899
Sausage.....lbs..	15,434	9,255	3,713	3,073
Stearin from animal fats.....lbs..	115,563	55,147	16,168	11,821
All other meat products—				
Canned			5,046	4,529
All other			1,418	2,008
Dairy products—				
Butter.....lbs..	18,317	14,100	7,306	6,889
Cheese.....lbs..	37,138	22,976	10,067	7,700
Milk (including cream)			13	32,712
Musical instruments, and parts of			16,203	6,836

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
CENTRAL AMERICAN STATES—GUATEMALA—contd.				
otions			$6,290	$7,601
ilcloth and linoleum			2,941	3,680
ils:				
Mineral, refined or manufactured—				
Gas oil and fuel oil ..... galls..	1,915,820	399,466	47,981	17,671
Illuminating ..... galls..	444,157	339,607	50,769	54,257
Lubricating and heavy paraffin ..... galls..	44,966	63,189	16,029	23,166
Naphthas, etc.—				
Gasoline ..... galls..	81,848	115,255	19,561	39,356
All other ..... galls..	4,762	10,172	779	3,919
Vegetable, fixed or expressed—				
Cottonseed ..... lbs..	113,413	107,784	16,033	14,557
Linseed or flaxseed ..... galls..	8,809	3,654	8,592	4,952
All other			8,616	6,048
All other			2,368	5,875
Paints, pigments, colors, and varnishes:				
Dry colors			4,530	3,115
Ready-mixed paints ..... galls..	8,218	6,854	12,438	10,822
White lead ..... lbs..	70,430	38,279	7,123	4,268
All other (including crayons)			17,629	9,956
Paper:				
Bags			4,563	1,027
Books, maps, engravings, etc			63,417	81,283
Printing paper—				
News print ..... lbs..	482,339	172,962	22,123	8,521
All other ..... lbs..	310,215	102,292	30,164	9,810
Tissue and toilet			(a)	8,929
Wrapping paper ..... lbs..	142,478	249,864	12,421	21,546
Writing paper and envelopes			20,692	18,868
All other			36,112	15,775
Paraffin and paraffin wax ..... lbs..	503,822	304,765	39,554	38,822
Pencils (except slate) and pencil leads			3,154	2,622
Perfumeries, cosmetics, etc			13,247	13,197
Phonographs, graphophones, etc., and records, and materials for:				
Phonographs, graphophones, etc ..... No..	584	443	15,877	10,665
Records and materials for			11,547	6,173
Photographic goods			6,198	7,160
Motion picture films, exposed ..... lin. ft..	86,300	239,624	2,036	9,805
Plated ware (except cutlery and jewelry)			4,721	4,967
Roofing felt and similar material			1,444	7,405
Seeds			4,717	3,829
Shoe findings			11,201	7,728
Silk, manufactures of			5,895	7,187
Soap:				
Toilet or fancy			17,561	12,886
All other ..... lbs..	173,713	177,622	9,819	15,447
Spices			2,963	3,502
Spirits, wines, malt liquors, and other beverages:				
Malt liquors, in bottles ..... doz. qts..	16,387	10,822	23,934	16,645
Spirits distilled—Whisky ..... pf. galls..	3,091	1,640	6,329	3,966
Wines ..... galls..	26,040	15,901	15,474	13,721
All other			10,237	9,948
Surgical appliances (not including instruments)			7,972	6,681
Tobacco, and manufactures of:				
Cigarettes ..... M..	1,174	1,338	3,229	5,629
All other			2,227	2,703
Toys			3,375	4,335
Trunks, valises, and traveling bags			4,001	1,105
Umbrellas and parasols			8,165	8,791
Vegetables:				
Beans and dried peas ..... bush..	714	824	3,559	5,144
Onions ..... bush..	1,812	1,015	3,905	1,748
Pickles and sauces			3,750	4,901
Potatoes (except sweet potatoes) ..... bush..	16,013	11,836	21,765	18,752
Canned			6,193	9,461
All other			326	274
Wood:				
Logs and timber ..... M ft..	17	76	766	4,785
Lumber—				
Boards, planks, and scantlings—				
Pine ..... M ft..	494	2,727	13,182	107,539
All other ..... M ft..	207	1,105	6,268	55,009
Railroad ties ..... No..	37,218	47,041	25,326	34,170
All other lumber			1,886	16,971

a Included in "All other paper" prior to 1918.

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
CENTRAL AMERICAN STATES—GUATEMALA—contd.				
Wood—Continued.				
Furniture			$13,909	$
All other manufactures of			11,332	
Wool, manufactures of:				
Cloths and dress goods.....yds.		4,927		
Wearing apparel			10,898	
All other			34,397	
Zinc, and manufactures of			6,108	
All other articles			46,457	
Total domestic exports			5,336,073	5,4
Total foreign exports			50,204	
Total exports			5,386,277	5,5
CENTRAL AMERICAN STATES—HONDURAS.				
Agricultural implements, and parts of			12,435	
Aluminum, and manufactures of			59,875	
Animals:				
Mules.....No.	239	51	22,100	
All other (including fowls)			2,707	
Athletic and sporting goods			3,503	
Blacking (including shoe paste, etc.)			3,688	
Brass, and manufactures of:				
Articles made from			12,485	
All other			1,049	
Breadstuffs:				
Bread and biscuit.....lbs.	130,173	77,343	12,785	11,
Corn.....bush.	12,901	294	15,170	
Corn meal and corn flour.....bbls.	237	264	1,457	
Dried grains and malt sprouts.....tons.	21	35	1,204	
Millfeed.....tons.	434	412	17,492	
Oats.....bush.	37,916	30,640	24,946	
Oat meal and rolled oats.....lbs.	37,167	72,378	2,262	
Preparations of, for table food			15,583	
Rice.....lbs.	2,601,727	1,408,018	115,157	
Wheat.....bush.	35	2	75	
Wheat flour.....bbls.	43,573	14,474	358,082	
All other			8,193	
Broom corn, manufactures of			3,692	
Brushes			3,187	
Buttons, and parts of			2,080	
Candles.....lbs.	326,387	173,555	33,209	
Cars, automobiles, and other vehicles:				
Automobiles, and parts of—				
Commercial.....No.	4	6	4,094	
Passenger.....No.	42	16	24,564	
Parts of (not including engines and tires)			12,639	
Cars for steam railways—				
Passenger.....No.		7	330	
All other			455	
Cars for other railways			9,908	
Wagons.....No.	26	3	1,921	
All other			60,817	
Celluloid, and manufactures of			4,327	
Cement, hydraulic.....bbls.	7,354	10,178	15,116	
Chemicals, drugs, dyes, and medicines:				
Acids (sulphuric and other)			3,939	
Baking powder.....lbs.	39,383	31,643	5,451	
Calcium carbide.....lbs.	190,160	132,776	7,649	
Medicinal and pharmaceutical preparations			86,874	
Sodas, salts, and preparations of			54,377	
Sulphur or brimstone.....tons.	51	81	2,485	
All other			110,964	
Chewing gum			3,234	
Clocks and watches, and parts of			2,738	
Coal and coke:				
Coal, bituminous.....tons.	16,434	7,307	60,809	
All other			186	
Cocoa and chocolate, prepared, etc			7,255	
Confectionery			23,020	
Copper, manufactures of:				
Wire.....lbs.	51,719	12,707	16,803	
All other			17,377	

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
NTRAL AMERICAN STATES—HONDURAS—continued.				
tton:				
Unmanufactured—				
Upland and other.....lbs..	106,437	.....	$24,081	.....
Manufactures of—				
Blankets and comforts.....	.....	.....	.....	$26,235
Cloths—				
Unbleached.....yds..	4,610,701	2,461,464	275,633	236,902
Bleached.....yds..	2,019,941	1,275,890	158,285	155,948
Colored—				
Printed.....yds..	4,088,228	2,826,561	282,873	303,471
Dyed in the piece.....yds..	1,134,251	842,225	103,687	117,355
All other.....yds..	3,947,247	833,283	384,559	132,974
Laces and embroideries.....	.....	.....	9,844	6,213
Mill waste.....lbs..	31,666	41,410	3,245	4,328
Wearing apparel—				
Knit goods.....	.....	.....	56,353	47,728
All other.....	.....	.....	150,127	163,850
Yarn.....lbs..	.....	175	3,438	51
All other manufactures.....	.....	.....	119,358	66,153
Earthen, stone, and chinaware:				
Chinaware.....	.....	.....	5,476	6,428
Earthen and stone ware.....	.....	.....	5,204	11,268
All other.....	.....	.....	7,807	12,053
Eggs.....doz..	53,406	28,707	16,799	10,720
Electrical machinery, appliances, etc.:				
Batteries (electric).....	.....	.....	6,839	5,028
Insulated wire and cables.....	.....	.....	4,176	4,709
Lamps—incandescent.....No..	18,344	18,273	5,224	5,803
Motors—electric.....	.....	.....	7,557	759
Telegraph instruments.....	.....	.....	5,250	636
Telephones.....	.....	.....	2,017	2,237
All other.....	.....	.....	32,550	25,581
Explosives:				
Cartridges, loaded.....	.....	.....	3,991	819
Dynamite.....lbs..	404,260	174,500	64,484	35,613
Fuses.....	.....	.....	.....	12,201
Gunpowder.....lbs..	29,110	.....	9,607	.....
All other.....	.....	.....	26,082	28,674
Fibers, vegetable, manufactures of:				
Bags, of flax, hemp, or jute.....	.....	.....	7,670	12,285
Cordage.....lbs..	75,332	41,463	14,230	11,971
Twine (except binding).....	.....	.....	6,656	941
All other manufactures of.....	.....	.....	5,815	5,363
Fish:				
Dried—Cod, haddock, etc.....lbs..	33,081	17,776	3,182	2,590
Salmon—Canned.....lbs..	26,168	10,536	3,080	1,612
Canned (except salmon and shellfish).....	.....	.....	12,129	12,800
All other fish and fish products.....	.....	.....	3,816	4,024
Flavoring extracts and fruit juices.....	.....	.....	3,386	3,882
Fruits and nuts:				
Fruits—				
Apples, green or ripe.....bbls..	951	904	4,636	6,089
All other, green, ripe, or dried.....	.....	.....	7,722	7,630
Prepared or preserved—Canned.....	.....	.....	5,854	3,716
All other fruits, prepared, etc.....	.....	.....	945	2,230
Nuts.....	.....	.....	2,248	2,413
Furniture of metal.....	.....	.....	4,728	3,306
Furs, etc., dressed and manufactured.....	.....	.....	4,396	89
Glass and glassware:				
Bottles, vials, etc.....	.....	.....	8,975	10,264
All other.....	.....	.....	16,585	20,892
Grease:				
Lubricating.....	.....	.....	3,934	3,122
Soap stock and other.....	.....	.....	3,483	1,195
Hats:				
Men's and boys'—				
Felt.....	.....	.....	.....	10,398
All other.....	.....	.....	.....	7,141
Hay.....tons..	238	93	6,536	3,004
Household and personal effects.....	.....	.....	2,502	9,327
India rubber, manufactures of:				
Belting, hose, and packing.....	.....	.....	8,960	9,761
Boots and shoes—				
Shoes.....pairs..	1,311	6,389	1,110	5,662
Tires for automobiles.....	.....	.....	19,657	19,602
All other manufactures of.....	.....	.....	8,579	7,061

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
CENTRAL AMERICAN STATES—HONDURAS—continued.				
Instruments, etc., for scientific purposes			$5,458	$5,312
Iron and steel:				
Bar iron....lbs.	243,404	146,535	6,060	4,804
Bars or rods of steel, all other....lbs.	209,334	76,975	12,015	6,568
Bolts, nuts, rivets, and washers....lbs.	267,793	106,917	13,385	8,689
Car wheels and axles			1,569	5,194
Castings, n. e. s.			4,903	2,371
Cutlery			9,327	16,137
Enamel ware—				
Lavatories and sinks			3,284	2,129
All other			16,666	22,621
Firearms			2,065	3,269
Hardware—builders'—				
Locks			4,028	3,321
Hinges and other			13,963	3,652
Other hardware				8,139
Machinery, machines, and parts of—				
Adding and calculating machines....No.	14	14	2,979	2,959
Brewers' machinery			15	
Cash registers....No.	24	11	4,483	2,055
Engines, and parts of—				
Internal combustion—				
Gasoline—				
Marine....No.	8	2	2,177	1,206
Stationary....No.	13	6	3,516	1,028
Traction....No.	5		7,302	
Kerosene engines....No.		2		9,085
Steam—				
Locomotives....No.	3	1	8,100	2,025
Traction and caterpillar....No.		1		1,050
All other engines....No.		8	1,044	4,638
Boilers				11,452
Parts of			12,664	10,986
Boiler tubes				3,330
Mining machinery			11,744	35,205
Pumps and pumping machinery			10,897	5,715
Sewing machines			4,856	7,519
Sugar-mill machinery			46,478	11,542
Typewriting machines			8,768	7,941
All other machinery and parts of			71,891	65,299
Nails and wood screws—				
Wire nails....lbs.	337,972	241,544	13,897	11,115
All other (including tacks)			4,658	6,556
Pipes and fittings—				
Cast....lbs.	196,982	287,963	8,730	18,575
Wrought....lbs.	962,339	71,735	44,473	6,812
Railroad spikes....lbs.	326,511	175,195	10,404	8,531
Rails for railways, of steel....tons.	3,530	795	137,328	41,998
Railway track material, n. e. s., such as switches, frogs, fishplates, etc.			26,564	8,785
Safes....No.	62	14	3,047	629
Sheets and plates, iron and steel—				
Galvanized....lbs.	461,714	258,607	26,597	24,069
All other....lbs.	57,066	25,448	3,349	2,395
Stoves, ranges, and parts of			6,079	15,056
Structural iron and steel....tons.	843	20	49,227	2,119
Tin plates and manufactures of—				
Tin plates, terneplates, and taggers tin....lbs.	27,726	1,198	2,082	241
All other manufactures of			6,921	6,333
Tools, n. e. s.—				
Axes....No.	4,445	3,559	3,178	3,356
Files and rasps				8,138
Shovels and spades			4,183	2,979
Hammers, saws, and all other			38,482	21,524
Wire and manufactures of—				
Barbed wire....lbs.	501,917	528,065	21,210	29,069
All other wire....lbs.	18,125	29,073	1,343	1,916
Manufactures of—				
Woven-wire fencing			5,352	2,182
All other			16,848	15,326
All other manufactures of			140,309	64,070
Lamps, chandeliers, and all devices for illuminating purposes (except electric)			8,661	6,623
Lead, and manufactures of			6,372	7,264

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
TRAL AMERICAN STATES—HONDURAS—continued.				
ther:				
elting			$2,512	$1,456
pper—				
Calf and kip...sq. ft.		6,083		2,278
Kid...sq. ft.	92,717	39,879	29,095	16,578
All other upper			5,171	7,958
ll other			6,920	7,854
anufactures of—				
Boots and shoes—				
Children's...pairs.	16,646	20,798	17,663	25,380
Men's...pairs.	54,942	47,276	132,914	141,395
Women's...pairs.	35,093	37,273	53,094	67,748
Slippers...pairs.	1,863	497	1,947	704
Harness and saddles			7,185	37,650
All other			9,786	6,023
me...bbls.	3,022	1,250	3,349	1,822
lt...bush.	2,733	1,889	4,108	2,957
atches			15,784	28,162
eat and dairy products:				
Meat products—				
Beef products—				
Beef, pickled, and other cured...lbs.	31,454	6,009	3,953	1,141
Tallow...lbs.	151,458	59,559	17,455	10,130
All other			3,379	3,587
Hog products—				
Bacon...lbs.	37,346	10,654	9,054	3,173
Hams and shoulders...lbs.	256,428	90,144	46,676	22,624
Lard...lbs.	599,535	193,627	105,131	47,928
Pork, pickled...lbs.	15,553	5,482	2,072	1,295
Lard compounds, and other substitutes...lbs.	138,473	70,173	19,892	13,402
Sausage, canned and other...lbs.	26,009	16,645	4,928	5,016
Stearin from animal fats...lbs.	69,503	9,126	9,801	2,348
All other meat products			12,330	5,222
Dairy products—				
Butter...lbs.	87,786	31,559	34,178	14,506
Cheese...lbs.	41,085	24,685	9,858	7,395
Milk, condensed...lbs.	229,340	157,486	26,947	23,081
Milk, all other (including cream)			38	18
Musical instruments, and parts of:				
Player pianos...No.	12	4	3,416	2,330
Pianos and organs, all other...No.	19	12	2,370	1,935
All other, and parts of			1,691	1,011
Rosin...bbls.	669	219	5,014	1,587
Notions, n. e. s.			12,151	3,882
Oil-cloth and linoleum			6,049	6,262
Oils:				
Mineral—				
Gas and fuel...galls.	91,869	4,519,789	3,579	176,778
Illuminating...galls.	258,191	361,493	29,321	52,622
Lubricating, and heavy paraffin...galls.	47,781	40,060	15,250	15,941
Naphthas, etc.—				
Gasoline...galls.	251,287	277,362	56,492	75,244
All other...galls.	46,624	16,882	6,298	2,879
Vegetable—Fixed or expressed—				
Cottonseed...lbs.	44,022	30,054	6,104	5,810
Linseed, or flaxseed...galls.	6,233	3,850	6,157	5,341
All other			11,748	3,159
Paints, pigments, colors, and varnishes:				
Dry colors—Lampblack and other			1,131	2,592
Ready-mixed paints...galls.	12,951	7,729	16,022	12,196
White lead...lbs.	38,944	27,629	3,242	3,056
All other (including crayons)			34,299	24,154
Paper:				
Bags, of paper			7,796	8,176
Books, music, maps, engravings, etchings, photographs, etc			20,529	21,475
Printing paper, news prints, and all other...lbs.	305,646	124,879	24,538	10,549
Tissue and toilet paper				5,904
Wrapping paper...lbs.	54,023	71,265	5,105	6,372
Writing paper and envelopes			35,628	24,974
All other			36,296	29,348
Paraffin and paraffin wax...lbs.	279,816	63,783	20,894	8,932
Pencils and pencil leads			2,486	4,078

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
CENTRAL AMERICAN STATES—HONDURAS—continued.				
Perfumeries, cosmetics, and other toilet preparations			$27,468	$21,142
Phonographs, graphophones, gramophones, records, materials for, etc			5,187	4,096
Plumbago, manufactures of			3,845	4,508
Roofing felt, and similar materials			3,198	1,020
Salt lbs.	1,414,860	1,791,188	7,797	12,160
Shoe findings			2,176	3,277
Silk, manufactures of			4,770	6,784
Silk, artificial			1,238	4,463
Soap:				
Toilet or fancy			12,181	7,302
All other lbs.	528,408	552,988	27,765	40,666
Spices			3,020	3,848
Spirits, wines, malt liquors, and other beverages:				
Malt liquors, in bottles doz. qts.	18,947	15,477	27,679	23,331
Spirits, distilled—				
Whisky—				
Bourbon pf. galls.	1,798	484	3,930	1,696
Rye pf. galls.	6,179	3,770	13,371	12,740
Distilled, all other pf. galls.	5,841	1,884	12,861	6,838
Wines galls.	26,880	19,780	19,758	20,800
All other beverages			6,099	6,354
Stones, and manufactures of			3,791	1,846
Straw and palm leaf, manufactures of			5,801	449
Sugar, refined lbs.	11,998	4,899	927	402
Surgical appliances (not including instruments)			7,505	7,649
Tobacco, cigarettes M.	5,268	2,123	10,081	3,691
Umbrellas and parasols			9,051	8,183
Vegetables:				
Beans and dried peas bush.	5,178	1,761	25,059	10,387
Onions bush.	4,315	4,869	9,495	8,410
Pickles and sauces			7,565	6,714
Potatoes (except sweet potatoes) bush.	8,406	8,691	16,382	13,702
Canned			17,112	7,068
All other			4,096	4,632
Wood:				
Logs, and other round timber M ft.		82	7,146	5,371
Lumber—				
Boards, planks, and scantlings—				
Cypress M ft.	1,163	792	24,829	21,456
Pine, yellow, pitch M ft.	3,075	1,930	71,423	61,744
All other boards, etc M ft.	85	34	3,417	1,950
Railroad ties No.	79,906	70,379	53,426	41,196
All other lumber			7,619	4,732
Doors, sashes, and blinds			4,029	4,079
Furniture			16,928	17,233
Hogsheads and barrels, empty			5,420	6,373
All other manufactures			26,013	37,586
Wool, manufactures of:				
Wearing apparel			10,566	1,046
All other			14,526	6,220
Zinc, manufactures of			11,416	150
All other articles			48,475	94,023
Total domestic exports			5,668,001	4,560,212
Total foreign exports			24,553	57,917
Total exports			5,692,554	4,618,129
CENTRAL AMERICAN STATES—NICARAGUA.				
Agricultural implements			11,834	22,473
Athletic and sporting goods			3,147	1,386
Blacking (including shoe paste, etc.)			5,984	5,069
Brass, and manufactures of			8,741	13,677
Breadstuffs:				
Bread and biscuit lbs.	77,795	69,963	8,872	10,718
Corn bush.	12,059	3,121	15,709	7,531
Preparations of, for table food			13,588	5,645
Rice lbs.	1,529,180	799,741	62,519	59,288
Wheat flour bbls.	49,632	15,519	382,349	180,610
All other			5,151	3,329
Brooms			1,538	5,271
Brushes			2,543	3,754
Buttons, and parts of			2,710	3,858

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
CENTRAL AMERICAN STATES—NICARAGUA—continued.				
Candles.....lbs.	307,363	235,194	$39,093	$40,119
Cars, automobiles, and other vehicles:				
Automobiles, and parts of			3,084	36,804
Cars, for steam railways			672	
All other			11,407	11,115
Celluloid, and manufactures of			6,377	9,293
Cement, hydraulic.....bbls.	11,121	11,480	23,322	26,774
Chemicals, drugs, dyes, and medicines:				
Acids			6,509	3,838
Baking powder.....lbs.	11,831	13,509	2,355	4,411
Calcium carbide.....lbs.	437,256	297,080	19,617	15,090
Dyes and dyestuffs			734	94,223
Medicinal and pharmaceutical preparations			126,329	106,942
Petroleum jelly			2,084	6,834
Soda, salts, or preparations of			20,846	25,051
Sulphur or brimstone.....tons.	2	20	71	1,758
Washing powder.....lbs.		58,930	3,286	3,330
All other			133,186	67,852
Coal and coke.....tons.	2,472	3,207	10,707	17,927
Coffee.....lbs.	61,661	43,697	10,517	7,730
Confectionery			12,116	8,974
Copper, manufactures of:				
Plates, sheets, and wire.....lbs.	7,109	31,662	2,732	15,490
All other			13,145	1,828
Cotton, manufactures of:				
Blankets and comforts				41,765
Cloth—				
Unbleached.....yds.	2,517,449	1,700,247	170,923	166,064
Bleached.....yds.	1,524,544	931,235	142,181	133,695
Colored—				
Printed.....yds.	2,022,390	1,849,310	139,134	207,153
Dyed in the piece.....yds.	291,135	756,749	31,085	115,748
All other.....yds.	2,352,437	482,105	253,187	86,191
Laces and embroideries			5,744	8,588
Wearing apparel—				
Knit goods			46,038	74,118
All other			112,976	105,474
Yarn.....lbs.		10,631	4,742	5,894
All other			74,880	58,112
Earthen, stone, and china ware:				
Chinaware			3,416	1,553
All other			6,066	6,467
Electrical machinery, appliances, and instruments:				
Batteries			3,229	2,885
Motors			335	4,266
All other			22,698	36,006
Explosives:				
Cartridges, loaded			6,835	4,168
Dynamite.....lbs.	293,758	226,412	75,565	53,356
All other			17,700	14,356
Fibers, vegetable, manufactures of:				
Bags			41,111	37,394
Cordage.....lbs.	87,986	126,227	17,298	36,569
Twine			9,064	2,091
All other			3,791	6,701
Fish:				
Salmon, canned.....lbs.	50,719	33,421	6,029	5,115
Fish, canned (except salmon and shellfish)			6,773	19,696
All other fish and fish products			7,101	6,563
Flavoring extracts and fruit juices			1,730	4,503
Fruits and nuts:				
Fruits—				
Green, ripe, or dried			8,049	8,242
Prepared or preserved and canned			28,581	10,416
Nuts			1,781	1,615
Furniture of metal			1,838	3,624
Furs and fur skins			3,144	24
Glass and glassware:				
Bottles, vials, demijons, etc			3,594	5,201
All other			16,048	15,654
Grease			2,879	3,839
Hats and materials for:				
For men's and boys', felt				12,603
All other				9,664

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
CENTRAL AMERICAN STATES—NICARAGUA—continued.				
India rubber, manufactures of:				
Belting, hose, and packing			$11,737	
All other			14,191	
Instruments, and apparatus for scientific purposes			4,253	
Iron and steel:				
Bar iron.....lbs.	50,783	53,473	2,313	
Bars and rods of steel.....lbs.	99,174	151,475	5,753	
Bolts, nuts, rivets, and washers.....lbs.	35,820	53,546	2,544	
Castings, n. e. s.			2,801	
Chains				
Hardware—				
Builders'			11,791	
Cutlery			11,534	
Enamel ware			15,470	
Firearms			3,481	
Forgings, n. e. s				
Other hardware				
Hoop, band, and scroll.....lbs.		57,414		
Machinery, machines, and parts of—				
Adding and calculating machines.....No.	10	11	2,037	
Cash registers.....No.	12	7	1,767	
Cream separators.....No.	3	17	158	
Elevators and elevator machinery			1,400	
Engines and parts of—				
Electric locomotives.....No.		1		
Internal combustion engines—				
Gas, stationery.....No.	1	1	563	
Gasoline—				
Marine.....No.	9	16	3,718	
Stationary.....No.	4	15	2,732	
Traction and caterpillar.....No.		2		
Steam engines—				
Locomotives.....No.	2		8,132	
Stationary.....No.	1	6	1,315	
All other engines.....No.	10	2	7,146	
Parts of			17,090	
Boilers				
Boiler tubes				
Milling machinery (flour and grist)			632	
Mining machinery—				
Oil-well			4,089	
All other			43,944	
Pumps and pumping machinery			11,426	
Refrigerating machinery			1,429	
Sewing machines			6,482	
Sugar-mill machinery			196,659	
Typewriting machines			6,318	
Woodworking machinery—				
Sawmill machinery			2,199	
All other			102	
All other machinery and parts of			123,975	
Nails and wood screws—				
Wire nails.....lbs.	398,304	309,697	18,441	
All other (including tacks)			7,768	
Pipes and fittings—				
Cast.....lbs.	201,461	119,210	10,877	
Wrought.....lbs.	145,251	120,548	10,178	
Railroad spikes.....lbs.	131,677	43,900	3,827	
Rails for railways, of steel.....tons.	1,794	401	70,210	
Railway track material, switches, frogs, etc			28,534	
Sheets and plates—				
Galvanized.....lbs.	328,155	329,886	19,416	
Iron.....lbs.	11,941	5,938	639	
Steel.....lbs.	62,792	49,132	3,540	
Stoves and ranges and parts of			4,854	
Structural iron and steel.....tons.	36		3,000	
Tin plates, and manufactures of			3,140	
Tools, n. e. s.—				
Axes.....No.	5,743	6,980	4,598	
All other			33,929	
Wire, and manufactures of—				
Wire—				
Barbed.....lbs.	633,114	356,968	29,006	
All other.....lbs.	94,924	15,918	3,981	
Manufactures of			18,598	
All other manufactures of			91,428	

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
TRAL AMERICAN STATES—NICARAGUA—continued.				
mps, chandeliers, etc. (except electric)			$20,550	$17,237
ad, and manufactures of			3,016	2,310
ather:				
Belting			3,515	1,752
Patent			3,042	6,423
Upper leather—				
Calf, sq. ft.	7,820	16,857	3,245	8,683
Kid, sq. ft.	214,927	311,777	58,018	110,237
Grain and split, sq. ft.		18,249		6,365
All other			14,018	52,980
All other			8,340	17,652
Manufactures of—				
Boots and shoes—				
Children's, pairs	4,451	5,377	6,103	6,715
Men's, pairs	25,184	20,351	71,345	63,550
Women's, pairs	10,589	11,266	20,984	23,925
All other			11,773	6,347
ime, bbls.	2,427	1,776	3,264	4,717
atches			5,056	8,514
eat and dairy products:				
Meat products—				
Beef products—				
Beef, canned, lbs.	17,831	15,716	4,129	4,444
Tallow, lbs.	305,937	28,487	35,364	4,516
All other beef products, lbs.	15,477		2,163	728
Hog products—				
Bacon, lbs.	38,689	6,789	7,450	2,488
Hams and shoulders, cured, lbs.	59,606	25,545	11,954	7,290
Lard, lbs.	98,179	18,677	15,642	4,541
Lard compounds and substitutes for lard, lbs.	473,761	190,827	69,308	37,764
Meat products, canned			10,585	8,225
All other meat products			2,151	1,401
Dairy products—				
Butter, lbs.	52,314	22,037	21,062	10,956
Cheese, lbs.	21,162	15,633	5,637	4,718
Milk, condensed, lbs.	188,625	90,134	21,526	13,492
Motor boats, No.	3	3	4,230	3,750
Musical instruments and parts of			10,236	8,575
Naval stores:				
Rosin, bbls.	1,191	891	8,316	7,004
All other			2,793	2,380
Notions, n. e. s.			9,331	6,674
Oilcloth and linoleum			3,602	5,832
Oils:				
Mineral—				
Gas oil and fuel oil, galls.	2,028,985	1,924,482	55,184	67,113
Illuminating, galls.	631,092	810,309	74,683	126,234
Lubricating and heavy paraffin, galls.	48,449	84,792	15,345	29,704
Naphthas—				
Gasoline, galls.	423,976	536,944	85,184	136,956
All other, galls.	26,256	106,306	2,293	15,137
Vegetable—Fixed or expressed—				
Cottonseed, lbs.	46,645	9,977	7,070	2,120
Linseed or flaxseed, galls.	6,483	3,281	5,801	4,618
All other			27,417	5,299
All other oils			1,762	1,723
Paints, pigments, colors, and varnishes:				
Dry colors			3,033	6,084
Ready-mixed paints, galls.	4,283	5,908	7,953	11,827
All other (including crayons)			16,334	13,269
Paper:				
Bags			3,290	4,458
Books, music, maps, engravings, etc			12,490	12,163
Printing paper—				
News print, lbs.	312,105	233,148	13,446	11,479
All other, lbs.	48,233	25,402	4,834	2,727
Tissue and toilet paper			(a)	5,313
Wrapping paper, lbs.	76,773	80,037	6,240	6,014
Writing paper and envelopes			20,392	28,662
All other			12,743	8,465
Paraffin and paraffin wax, lbs.	42,751	38,936	3,443	4,220
Pencils (except slate) and pencil leads			4,007	3,036
Perfumeries, cosmetics, etc			26,287	27,360

a Included in "All other" prior to 1918.

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
CENTRAL AMERICAN STATES—NICARAGUA—continued.				
Phonographs, graphophones, etc., and records, and materials for			$4,233	$3,940
Photographic goods			3,695	3,903
Plated ware (except cutlery and jewelry)			3,308	3,527
Roofing felt and similar material			2,268	2,777
Salt ..... lbs.	668,722	716,241	4,860	8,327
Shoe findings			4,449	8,267
Silk, manufactures of			5,536	11,490
Soap:				
Toilet or fancy			10,911	14,283
All other ..... lbs.	397,992	688,910	21,164	57,925
Spices			1,883	2,198
Spirits, wines, malt liquors, and other beverages:				
Malt liquors, in bottles ..... doz. qts.	26,620	17,769	40,428	29,895
Spirits, distilled—				
Whisky—				
Bourbon ..... pf. galls.	2,665	972	3,445	2,257
Rye ..... pf. galls.	11,045	3,777	15,064	6,956
All other ..... pf. galls.	2,706	1,043	4,562	2,402
Wines ..... galls.	24,123	14,605	18,056	18,887
All other			7,209	6,630
Stone, and manufactures of			3,386	2,551
Straw and palm leaf, and manufactures of			4,765	491
Sugar and molasses:				
Sugar, refined ..... lbs.	88,089	52,493	6,495	4,580
All other			269	304
Surgical appliances (not including instruments)			5,535	7,106
Tobacco:				
Unmanufactured—Leaf ..... lbs.	79,990	55,016	13,378	10,145
Manufactures of—				
Cigarettes ..... M.	3,443	3,837	7,909	9,854
Smoking ..... lbs.	13,154	10,168	6,185	5,302
All other			2,616	2,366
Toys			4,537	4,806
Vegetables:				
Beans and dried peas ..... bush.	19,474	8,492	95,926	54,369
Onions ..... bush.	1,728	1,684	4,373	3,088
Pickles and sauces			6,373	9,244
Potatoes (except sweet potatoes) ..... bush.	3,754	3,621	7,572	5,879
Vegetables, canned			12,615	8,727
All other			1,187	941
Wax, manufactures of			2,625	1,671
Wood:				
Lumber—Boards, planks, and scantlings—Pine ..... M ft.	142	615	3,035	24,762
Furniture			8,519	5,606
Shooks ..... No.		1,145	72	4,600
All other wood, and manufactures of			8,701	37,787
Wool, manufactures of:				
Cloths and dress goods ..... yds.		7,005		9,105
Wearing apparel			12,020	5,726
All other			13,361	2,286
Zinc:				
Pigs, bars, etc ..... lbs.		224,110		18,499
Plates and sheets ..... lbs.	15,767	64,207	2,750	12,870
All other			10,250	2,506
All other articles			44,283	60,074
Total domestic exports			4,467,341	4,254,481
Total foreign exports			66,272	123,207
Total exports			4,533,613	4,377,688
CENTRAL AMERICAN STATES—PANAMA.				
Abrasives:				
Wheels, emery, and other			3,615	2,323
All other			10,458	6,548
Agricultural implements:				
Plows and cultivators			4,711	5,938
All other			23,027	43,629
Aluminum, and manufactures of			12,716	15,947
Animals:				
Cattle ..... No.	145	78	12,464	12,074
Horses ..... No.	91	7	15,275	1,655
[illegible] ..... No.	511		4,893	
[illegible]r (including fowls)			12,012	7,090

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
TRAL AMERICAN STATES—PANAMA—continued.				
works..			$1,307	$5,112
stos, manufactures of			83,655	34,852
altum:				
manufactured ..tons..	607	895	17,888	29,682
anufactures of			36,182	5,176
letic and sporting goods			64,632	98,072
bitt metal ..lbs..	38,095	40,205	7,901	16,688
ard tables and accessories				5,951
cking, shoe paste, etc			16,012	19,945
ss, and manufactures of:				
ars, plates, sheets, etc ..lbs..	20,308	16,113	8,725	8,283
ll other manufactures of			191,561	141,711
adstuffs:				
ran and middlings ..tons..	52	113	1,708	5,415
read and biscuit ..lbs..	1,204,920	691,827	114,787	79,466
orn ..bush..	23,864	8,367	27,013	18,182
orn meal and corn flour ..bbls..	3,224	1,450	17,583	14,176
ill feed ..tons..	146	159	5,339	9,921
atmeal ..lbs..	130,623	330,719	6,247	22,805
ats ..bush..	117,273	81,817	87,939	70,544
reparations of, for table food			96,599	63,682
ice ..lbs..	1,959,561	525,582	93,223	45,168
ye flour ..bbls..	2	128	15	1,540
Wheat ..bush..	96,607	513	201,904	1,172
Wheat flour ..bbls..	188,995	59,777	1,726,946	691,717
All other			9,895	12,552
onze, manufactures of			49,975	16,805
oom corn, manufactures of			19,425	43,630
ushes			36,947	35,066
uttons, and parts of			10,192	7,813
andles ..lbs..	246,160	139,998	28,107	23,432
rs, automobiles, and other vehicles:				
Aeroplanes, parts of			76	7,986
Automobiles—				
Commercial ..No..	75	47	97,970	47,859
Passenger ..No..	356	129	216,711	33,329
Parts of (not including engines and tires)			56,657	72,180
Cars, passenger and freight, and parts of—				
For steam railways—All other ..No..		5	11,711	7,110
For other railways			8,480	
Bicycles, tricycles, etc			8,823	9,181
Motor cycles ..No..	61	62	15,574	16,710
Wagons ..No..	46	10	3,985	1,660
Wheelbarrows, etc			6,068	3,406
All other			32,607	55,386
elluloid, and manufactures of			9,992	6,863
ement, hydraulic ..bbls..	365,291	238,775	575,446	472,265
hemicals, drugs, dyes, and medicines:				
Acids			12,069	13,669
Alcohol, wood ..galls..	341	89	336	132
Baking powder ..lbs..	140,330	91,175	27,316	19,385
Calcium carbide ..lbs..	428,188	263,796	16,282	11,370
Coal-tar distillates n. e. s.				9,808
Copper, sulphate of ..lbs..	8,124	9	817	1
Infants' food				7,642
Medicinal and pharmaceutical preparations			162,586	159,670
Petroleum jelly, etc			5,450	7,404
Roots, herbs, etc			1,312	2,471
Sodas, salts, and preparations of			17,427	32,938
Washing powder ..lbs..	126,034	122,875	6,140	7,026
All other			326,762	208,239
Chewing gum			34,911	41,418
Clays ..tons..	332	250	6,814	5,600
Clocks and watches:				
Clocks, and parts of			12,968	14,325
Watches, and parts of			6,575	5,885
Coal and coke:				
Coal—				
Anthracite ..tons..	590	265	4,026	2,658
Bituminous ..tons..	520,760	611,413	1,728,966	2,399,325
Coke ..tons..	578	1,609	6,959	34,546
Coal tar ..bbls..	1,240	714	6,644	4,667
Cocoa and chocolate, prepared or manufactured (not including confectionery)			48,952	36,280

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
CENTRAL AMERICAN STATES—PANAMA—continued.				
Coffee:				
Green or raw ..... lbs.	126,272	745	$15,330	$100
Roasted or prepared ..... lbs.	139,288	93,463	28,255	17,235
Confectionery			87,637	143,825
Copper:				
Refined, in ingots, bars, etc. ..... lbs.	15,432	58,835	5,817	19,234
Pipes and tubes ..... lbs.		30,246		12,760
Plates and sheets ..... lbs.	41,179	155,036	14,538	52,252
Wire ..... lbs.	104,204	10,414	32,055	3,978
All other			71,378	42,609
Cork			8,925	126,066
Cotton, manufactures of:				
Blankets and comforts				29,866
Cloth—				
Unbleached ..... yds.	1,579,757	821,002	136,078	107,680
Bleached ..... yds.	1,303,126	1,564,766	152,098	340,136
Colored—				
Printed ..... yds.	2,428,354	2,623,548	163,884	282,733
Dyed in the piece ..... yds.	178,844	814,059	20,461	150,088
All other ..... yds.	2,220,259	1,091,459	243,727	209,693
Laces and embroideries			10,533	22,879
Mill waste ..... lbs.	421,179	231,944	49,210	31,264
Wearing apparel—				
Corsets			16,017	11,547
Knit goods			234,465	195,832
All other			656,933	305,290
Yarn ..... lbs.		13,106	219	6,584
All other			326,279	209,066
Dental goods			5,373	10,009
Earthen, stone, and china ware:				
Bricks—				
Building ..... M.	129	55	854	3,382
Fire ..... M.	245	90	13,284	6,726
Chinaware			11,758	14,991
Earthen and stone ware			20,810	24,820
Sanitary earthenware, etc			32,371	13,803
Tiles (except drain)			75,133	67,999
All other			51,770	19,156
Eggs ..... doz.	849,508	681,921	295,516	298,124
Electrical machinery, appliances, and instruments:				
Batteries			25,895	29,309
Dynamos or generators			5,477	62,468
Heating and cooking apparatus				17,342
Insulated wires and cables			224,817	406,078
Interior wiring supplies and fixtures			25,339	36,841
Lamps, incandescent—Metal filament ..... No.	296,141	163,691	55,194	40,438
Meters and other measuring instruments			7,245	34,906
Motors			33,393	46,916
Switches and accessories				86,955
Telephones			7,072	71,367
Transformers			15,178	52,486
All other			304,724	189,104
Explosives:				
Cartridges, loaded			109,626	13,304
Dynamite ..... lbs.	592,380	177,350	123,080	56,459
Gunpowder ..... lbs.	16,047	6,014	5,414	2,348
All other			352,159	26,842
Fibers, vegetable, manufactures of:				
Bags			20,473	47,392
Cordage ..... lbs.	1,276,344	847,540	235,886	247,106
Twine			38,503	21,883
All other			47,166	32,760
Fish:				
Dried, smoked, or cured ..... lbs.	1,263,335	962,203	104,462	102,497
Salmon—				
Canned ..... lbs.	454,064	306,765	50,793	49,031
All other			2,973	3,125
Canned fish (except salmon and shellfish)			39,845	57,540
Shellfish—				
Oysters			5,019	6,474
All other			16,179	15,776
All other fish and fish products			8,436	13,153
Flavoring extracts and fruit juices			12,690	17,052

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
CENTRAL AMERICAN STATES—PANAMA—continued.				
Nuts and nuts:				
Fruits—				
Apples, dried.....lbs..	70,062	69,436	$6,589	$7,867
Apples, green or ripe.....bbls..	10,118	5,104	53,888	34,844
Lemons.....boxes..	2,255	901	7,479	4,078
Oranges.....boxes..	4,026	3,337	14,990	12,027
Peaches, dried.....lbs..	73,662	11,217	6,271	1,242
Pears, green or ripe.....			10,512	9,148
Prunes.....lbs..	67,536	133,261	6,925	14,128
Raisins, and other dried grapes.....lbs..	126,525	128,998	12,449	13,374
All other, green, ripe, or dried.....			50,203	64,994
Prepared or preserved—				
Canned.....			132,682	49,263
All other.....			42,385	44,838
Nuts—				
Peanuts.....lbs..	186,143	110,368	11,885	12,916
All other.....			7,710	11,265
Furniture of metal.....			66,646	84,325
Furs and fur skins, dressed, and manufactures of.....			7,513	1,312
Glass and glassware:				
Bottles, vials, demijohns, etc.....			27,547	67,129
Cylinder, crown, and common window glass .....box, 50 sq. ft..	2,504	1,788	14,246	14,454
Plate glass.....sq. ft..	19,013	12,160	9,612	7,844
All other.....			99,895	75,154
Glue.....lbs..	13,231	13,127	2,771	3,759
Gold and silver, manufactures of (including jewelry).....			13,264	12,192
Grease.....			8,411	7,935
Hair, and manufactures of.....			14,099	18,231
Hats:				
For men and boys—				
Felt.....				18,258
All other.....				27,084
For women and children.....				5,095
Hay.....tons..	2,086	990	52,288	27,358
Hops.....lbs..	27,645	24,102	4,130	7,847
Household and personal effects.....			43,064	37,700
India rubber, manufactures of:				
Belting, hose, and packing.....			87,109	127,755
Boots and shoes.....pairs..	20,678	22,177	19,541	22,391
Tires—				
For automobiles.....			74,047	137,609
All other.....			26,194	10,115
All other.....			50,286	45,419
Ink.....			9,090	8,628
Instruments and apparatus for scientific purposes.....			20,972	30,496
Iron and steel:				
Pig iron.....tons..	2,117	958	77,904	68,853
Bar iron.....lbs..	433,674	75,328	15,831	2,935
Bars or rods of steel.....lbs..	10,782,111	7,894,438	343,344	326,099
Billets or blooms of steel.....tons..	503	161	58,301	11,685
Bolts, nuts, rivets, and washers.....lbs..	2,225,544	636,324	126,579	51,032
Car wheels and axles.....			2,092	11,704
Castings, n. e. s.....			95,338	22,490
Chains.....				20,378
Cutlery—				
Razors.....			12,798	21,403
Table.....			5,517	6,768
All other.....			14,608	19,239
Enamel ware—				
Bath tubs.....No..	290	151	5,957	3,773
Lavatories and sinks.....			47,691	20,507
All other.....			34,722	49,548
Firearms.....			20,874	9,600
Forgings, n. e. s.....				13,334
Hardware, builders'—				
Locks.....			33,473	20,777
Hinges and other.....			196,826	68,985
Other hardware.....				32,338
Horseshoes.....lbs..	69,253	110,404	3,053	6,623
Machinery, machines, and parts of—				
Adding and calculating machines.....No..	78	58	10,603	11,532
Air-compressing machinery.....			20,758	30,182
Cash registers.....No..	32	13	2,880	2,076
Concrete mixers.....				4,667

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
CENTRAL AMERICAN STATES—PANAMA—continued.				
Iron and steel—Continued.				
Machinery, machines, and parts of—Continued.				
Elevators and elevator machinery			$22,465	$34,787
Engines and parts of—				
Internal combustion engines—Gasoline—Marine...No.	24	18	5,257	13,058
Gas—Stationary...No.	17	17	2,685	1,774
Gasoline—				
Stationary...No.	7	11	2,084	8,721
Traction and caterpillar...No.		16		12,412
Kerosene engines...No.		2		1,225
Steam—Traction and caterpillar...No.	2	1	7,000	1,200
Locomotives...No.		1		2,300
Stationary...No.	4	1	1,540	1,590
Boilers				16,684
Boiler tubes				34,500
All other engines...No.	9	6	10,085	16,445
Parts of			59,235	55,215
Excavating machinery				14,913
Laundry machinery—				
Power machines			12,831	10,527
All other			9,397	436
Lawn mowers			656	1,614
Metal-working machinery			92,844	35,453
Meters, gas and water			26,845	17,434
Mining machinery—				
Oil-well				100,415
All other			10,978	4,035
Printing presses			7,138	8,099
Pumps and pumping machinery			21,346	56,277
Refrigerating machinery			10,456	48,540
Sewing machines			21,508	25,418
Shoe machinery			35	5,062
Sugar-mill machinery			3,438	4,593
Typesetting machines, linotype, etc			16,759	767
Typewriting machines			23,733	21,343
Windmills			12	415
Woodworking machinery—				
Sawmill machinery			6,440	9,374
All other			4,548	22,778
All other			375,264	182,898
Nails and wood screws—				
Wire nails...lbs.	2,307,401	830,128	78,307	41,096
Wood screws				5,668
All other (including tacks)...lbs.	126,469	107,139	7,752	10,851
Pipes and fittings—				
Cast...lbs.	10,728,343	1,232,147	260,400	56,034
Wrought...lbs.	4,511,708	1,936,785	210,711	124,293
Railroad spikes...lbs.	202,100	206,100	6,848	10,855
Rails for railways, of steel...tons.	127	462	5,030	24,105
Railway track material, switches, frogs, etc			12,880	12,079
Safes...No.	115	70	3,873	4,283
Scales and balances			9,963	8,058
Sheets and plates—				
Galvanized...lbs.	1,623,735	351,101	83,960	29,147
Iron...lbs.	194,596	151,175	7,755	15,192
Steel—				
Plates...lbs.	13,923,560	2,192,507	541,488	131,116
Sheets...lbs.	251,532	297,956	10,337	22,270
Stoves and ranges			58,279	64,671
Structural iron and steel...tons.	3,605	1,892	305,918	153,295
Tin plates and manufactures of—				
Tin plates, terneplates, and taggers tin...lbs.	53,406	69,667	3,813	5,274
All other manufactures of			33,958	59,352
Tools, n. e. s.—				
Axes...No.	5,624	3,862	4,511	3,652
Files and rasps				17,214
Hammers and hatchets			4,411	6,997
Saws			13,198	10,941
Shovels and spades			7,813	9,028
All other			83,151	49,329
Wire, and manufactures of—				
Wire—				
Barbed...lbs.	900,720	241,041	39,744	11,359
All other...lbs.	49,371	117,727	2,542	8,507

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
NTRAL AMERICAN STATES—PANAMA—continued.				
and steel—Continued.				
ire, and manufactures of—Continued.				
Manufactures of—				
Wire ropes and cables				$129,909
Wire, woven fencing			$8,613	11,899
All other			205,323	52,271
ll other manufactures of			795,501	362,783
ips, chandeliers, etc. (except electric)			66,410	47,077
d:				
igs, bars, etc. lbs.	155,305	155,252	13,609	16,178
anufactures of			63,300	51,502
ther:				
elting			13,219	7,516
ole lbs.	13,650	16,609	6,744	8,573
pper—				
Kid, glazed, and vici sq. ft.	30,160	16,952	9,329	7,288
All other			2,934	11,424
ll other			17,762	7,568
Manufactures of—				
Boots and shoes—				
Children's pairs.	73,055	62,723	73,706	74,636
Men's pairs.	182,838	101,522	448,996	276,559
Women's pairs.	88,751	80,902	154,501	150,482
Harness and saddles			14,571	16,977
All other			39,748	43,344
ime bbls.	1,696	1,618	3,538	3,978
alt bush.	27,243	14,237	35,205	22,708
atches			18,570	18,148
eat and dairy products:				
Meat products—				
Beef products—				
Beef, canned lbs.	51,858	12,273	11,497	2,887
Beef, fresh lbs.	235,034	144,442	45,438	34,525
Beef, pickled, and other cured lbs.	360,894	106,545	46,760	19,109
Oleomargarine, imitation butter lbs.	775,352	319,760	121,004	79,409
Tallow lbs.	6,696	600	910	150
All other lbs.	5,921		838	605
Hog products—				
Bacon lbs.	332,808	266,245	75,617	54,369
Hams and shoulders, cured lbs.	629,807	221,238	132,332	56,116
Lard lbs.	717,947	210,452	121,649	50,962
Pork, fresh lbs.	398,360	43,723	75,913	11,926
Pork, pickled lbs.	618,416	276,782	74,198	44,433
Lard compounds, and substitutes for lard lbs.	2,190,320	1,055,097	304,051	202,278
Mutton lbs.	294,804	105,982	60,771	23,164
Poultry and game			79,133	71,091
Sausage—				
Canned lbs.	78,420	40,579	14,558	9,531
All other lbs.	362,202	103,507	65,877	24,404
All other meat products—				
Canned			67,131	32,716
All other			78,273	82,899
Dairy products—				
Butter lbs.	573,580	513,524	214,683	218,392
Cheese lbs.	350,837	262,081	79,822	80,435
Milk—				
Condensed lbs.	6,497,772	4,444,714	698,625	567,504
All other (including cream)			114,223	115,939
Metal polish			4,667	6,020
Metals, n. e. s.				3,105
Motor boats No.	18	6	50,855	5,538
Mucilage and paste			6,797	15,869
Musical instruments, and parts of:				
Organs No.	86	43	5,641	4,413
Pianos—				
Player pianos No.	5	21	1,301	8,566
All other No.	78	66	17,010	13,214
All other, and parts of			4,036	4,305
Naval stores:				
Rosin bbls.	730	1,156	5,102	8,195
Tar, turpentine, and pitch bbls.	1,791	572	7,916	3,677
Turpentine, spirits of galls.	25,981	45,020	16,101	27,764
Nickel, manufactures of			12,036	2,429
Notions, n. e. s.			14,553	26,029
Oakum lbs.	73,969	24,781	9,429	3,513

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
CENTRAL AMERICAN STATES—PANAMA—continued.				
Oilcloth and linoleum			$11,904	$23,045
Oils:				
Animal.....galls.	4,311	1,640	4,407	2,688
Mineral—				
Crude (including all natural oils).....galls.	422	1,752,685	59	92,224
Refined, or manufactures of—				
Gas oil and fuel oil.....galls.	58,823,791	27,941,143	1,322,019	1,122,650
Illuminating.....galls.	3,654,296	1,563,354	343,354	252,505
Lubricating and heavy paraffin.....galls.	302,090	311,440	99,772	133,203
Naphthas—				
Gasoline.....galls.	1,285,442	1,343,695	325,378	374,358
All other.....galls.	117,303	125,809	14,351	34,805
Vegetable—				
Fixed or expressed—				
Corn.....lbs.	197,934	22,795	24,712	3,148
Cottonseed.....lbs.	1,588,408	900,399	211,924	181,336
Linseed or flaxseed.....galls.	90,763	57,389	85,467	77,457
All other			9,626	18,340
Volatile or essential			1,016	4,020
Paints, pigments, colors, and varnishes:				
Dry colors			33,079	10,399
Lead—				
Red.....lbs.		239,873		30,042
White.....lbs.	893,208	686,127	82,064	79,747
Ready-mixed paints.....galls.	36,613	18,954	57,453	29,913
Varnish.....galls.	23,213	22,059	28,343	33,483
Zinc, oxide of.....lbs.	63,634	83,437	7,163	11,858
All other (including crayon)			108,423	87,516
Paper:				
Bags			71,670	43,524
Books, music, maps, engravings, etc			132,322	138,915
Boxes and cartons			13,620	21,746
Paper, carbon			4,624	5,984
Paper board, etc			7,067	8,823
Playing cards			6,064	4,053
Printing paper—				
News print.....lbs.	633,082	510,692	21,930	23,013
All other.....lbs.	537,342	376,740	56,841	29,678
Tissue and toilet paper			(a)	30,996
Towels and napkins			(a)	6,420
Wax paper			(a)	4,470
Wrapping paper.....lbs.	1,093,211	793,735	85,983	56,798
Writing paper and envelopes			76,314	90,177
All other			91,812	57,205
Paraffin and paraffin wax.....lbs.	110,533	107,511	5,834	13,536
Pencils (except slate) and pencil leads			8,411	12,015
Perfumeries, cosmetics, etc			85,327	101,074
Phonographs, graphophones, etc., and records and material for:				
Phonographs, graphophones, etc.....No.	400	408	18,348	16,009
Records and materials for			12,603	11,622
Photographic goods:				
Cameras			2,327	8,383
Motion-picture films.....lin. ft.	1,458,740	654,648	31,337	18,516
Other sensitized goods			13,804	24,264
Other apparatus			2,529	2,899
All other			14,133	4,419
Plaster, builders' and common			182	4,242
Plated ware (except cutlery and jewelry):				
Silver plated			16,691	26,392
All other			18,905	8,700
Plumbago, and manufactures of			4,984	6,294
Refrigerators			54,744	10,152
Roofing felt and similar materials			30,297	33,465
Salt.....lbs.	3,964,994	4,730,435	25,519	36,959
Sand and gravel			30,831	10,071
Seeds			4,082	5,441
Shoe findings			9,194	7,629
Silk, manufactures of			96,211	101,769
Silk, artificial			11,831	24,107
Soap:				
Toilet or fancy			74,389	51,614
All other.....lbs.	4,168,834	4,205,913	209,170	295,879

a Included in "All other paper" prior to 1918.

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
CENTRAL AMERICAN STATES—PANAMA—continued.				
Ices			$14,020	$15,775
Spirits, wines, malt liquors, and other beverages:				
Malt liquors—In bottles doz. qts.	22,363	17,155	35,289	33,604
Distilled spirits—				
Alcohol, etc. (except wood) pf. galls.	52,520	48,468	20,643	23,135
Whisky pf. galls.	475	1,327	993	3,613
Wines galls.	161,844	131,417	43,348	50,781
All other			21,817	37,125
Starch lbs.	228,994	295,918	9,081	17,090
Stone, and manufactures of			41,922	29,300
Straw	547		5,081	
Straw and palm leaf, manufactures of			32,538	7,912
Sugar and molasses:				
Molasses galls.	13,383	6,449	3,085	2,751
Sirup galls.	19,142	8,015	10,200	7,291
Sugar, refined lbs.	6,492,342	1,424,956	433,064	110,797
Surgical appliances (not including instruments)			29,352	40,931
Suspenders and garters				11,103
Tin—In pigs, bars, etc lbs.	12,856	12,018	6,093	8,166
Tobacco:				
Unmanufactured—Leaf lbs.	240,210	218,795	47,147	57,083
Manufactures of—				
Cigarettes M	63,650	68,087	152,345	193,035
Plug lbs.	246,144	181,720	55,188	45,932
Smoking lbs.	172,783	180,983	86,457	69,106
All other			9,646	2,935
Toys			34,812	30,655
Trunks, valises, and traveling bags			48,551	26,787
Umbrellas and parasols			14,076	17,678
Vegetables:				
Beans and dried peas bush.	28,054	10,310	141,285	67,288
Onions bush.	43,237	40,665	106,000	60,875
Pickles and sauces			58,476	44,592
Potatoes (except sweet potatoes) bush.	154,268	99,427	290,946	161,350
Canned			228,845	121,539
All other			122,525	98,626
Vinegar galls.	33,372	44,710	5,520	12,433
Wood:				
Logs and round timber M ft.	327	1,648	12,149	57,721
Timber, sawed—				
Pitch pine M ft.		2,546		71,288
Lumber—				
Boards, planks, and scantlings—				
Cypress M ft.	67	64	2,889	4,272
Fir M ft.	17,919	4,769	228,530	117,482
Oak M ft.	745	796	29,328	40,811
Pine M ft.	28,893	12,196	636,155	403,322
Redwood M ft.	666	178	17,426	6,523
All other M ft.	174	68	12,169	7,693
Railroad ties No.	52,091	35,149	56,222	52,903
Shingles M.	2,326	2,158	9,912	11,427
Shooks			4,885	20,033
All other			20,001	4,320
Doors, sash, and blinds			110,894	37,879
Furniture			187,761	111,895
Hogsheads and barrels, empty			1,554	1,543
Trimmings, moldings, etc			9,358	4,774
Woodenware			13,975	6,158
All other			101,306	91,315
Wool, manufactures of:				
Cloths and dress goods yds.		14,426		20,527
Wearing apparel			32,114	48,935
All other			38,251	12,838
Yeast			13,156	19,564
Zinc:				
Plates and sheets lbs.	45,836	29,611	7,965	5,778
All other			5,321	16,674
All other articles			58,152	19,905
Total domestic exports			28,357,194	23,426,864
Total foreign exports			171,013	214,252
Total exports			28,528,207	23,641,116

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
CENTRAL AMERICAN STATES—SALVADOR.				
Agricultural implements, and parts of			$5,266	$5,136
Aluminum, and manufactures of			3,262	674
Asbestos, manufactures of			9,614	2,421
Blacking, shoe paste, etc			11,289	5,089
Brass, manufactures of			10,974	9,013
Breadstuffs:				
Bread and biscuit lbs.	8,475	6,614	1,416	1,895
Corn bush.	40	10	105	30
Preparations of, for table food			7,469	4,516
Wheat flour bbls.	67,209	15,594	459,060	158,560
All other			2,559	477
Brushes			2,684	2,738
Buttons			924	2,084
Candles lbs.	147,970	47,153	15,422	6,676
Cars, automobiles, and other vehicles:				
Automobiles—				
Commercial No.	1	4	868	14,811
Passenger No.	75	54	62,314	68,297
Parts of (not including engines, etc.)			11,314	10,179
Cars for other than steam railroads No.		1	4,126	350
Motorcycles No.	8	20	1,638	4,458
Wheelbarrows, pushcarts, etc			4,355	3,235
All other, and parts of			11,115	2,705
Celluloid, and manufactures of			3,591	2,071
Cement, hydraulic bbls.	41,743	27,058	85,375	68,256
Chemicals, drugs, dyes, etc.:				
Acids (sulphuric and other)			11,838	5,609
Calcium carbide lbs.	455,691	315,904	18,542	16,683
Medicinal and pharmaceutical preparations			39,600	66,153
Soda, salts, and preparations of			10,500	7,462
All other			105,450	48,654
Confectionery			4,291	4,490
Copper, manufactures of:				
Wire lbs.	11,373	9,791	3,930	3,433
All other			5,316	4,198
Cotton, manufactures of:				
Blankets and comforts				4,133
Cloths—				
Unbleached yds.	10,445,354	4,843,779	557,298	413,188
Bleached yds.	622,598	554,076	52,653	77,666
Printed yds.	1,978,086	857,322	131,579	96,222
Dyed in the piece yds.	613,262	455,726	56,792	66,425
All other yds.	2,583,257	1,134,948	260,098	147,653
Wearing apparel—				
Knit goods			36,367	7,649
All other			11,831	3,117
Yarn lbs.		22,361	9,572	11,800
All other			65,095	13,885
Dental goods			4,673	4,974
Electrical machinery, appliances, and instruments:				
Batteries				10,467
Dynamos and generators			736	447
Insulated wire and cables			16,727	11,292
Interior wiring, supplies, etc., including fixtures			5,498	2,429
Lamps, incandescent—				
Carbon filament No.	21,810	600	3,546	214
Metal filament No.	63,220	49,809	11,110	9,450
Motors			5,546	972
Transformers			11,809	4,061
All other			34,259	16,296
Explosives:				
Cartridges, loaded			100,313	5,849
Dynamite lbs.	272,750	250,950	41,941	50,964
All other			17,933	17,027
Fertilizers tons.	582	111	24,052	7,481
Fibers, vegetable, manufactures of:				
Bags lbs.	21,692	8,531	53,337	18,870
Cordage			4,730	2,550
All other			6,676	1,356
Fish and fish products			16,960	7,847
Flavoring extracts and fruit juices			2,314	4,654
Fruits and nuts:				
Fruits—				
Apples, green or ripe bbls.	1,009	803	3,973	3,911
'ns, etc lbs.	26,131	17,306	2,308	1,811
			3,342	2,953
			3,533	4,956
			835	984

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
TRAL AMERICAN STATES—SALVADOR—continued.				
iture of metal			$4,270	$2,328
s and glassware			41,248	31,924
se			10,755	2,145
sehold and personal effects			3,971	1,463
a rubber, manufactures of:				
lting, hose, etc			10,860	8,732
res, for automobiles			22,530	22,319
res, all other			3,091	132
ll other			25,091	19,914
			3,122	3,388
truments for scientific purposes			2,520	3,037
n and steel:				
ar iron lbs.	295,746	127,950	11,835	5,677
ars or rods of steel lbs.	1,180,145	564,908	45,151	31,440
olts, nuts, rivets, and washers lbs.	110,436	79,494	6,878	7,116
utlery			5,722	5,331
Enamel ware			15,525	10,010
Hardware, builders'—				
Locks			6,516	6,700
Hinges and other			15,478	5,891
Other hardware				2,496
Machinery, machines, and parts of—				
Adding and calculating machines No.	15	15	2,676	2,490
Cash registers No.	11	16	3,416	3,396
Engines, and parts of			18,857	14,428
Boilers				3,161
Boiler tubes				3,614
Metal-working machinery			7,066	12,530
Milling machinery			122	
Mining machinery			21,531	5,263
Pumps, etc			8,607	2,839
Refrigerating machinery			7,002	
Sewing machines			9,574	5,492
Sugar-mill machinery			9,163	7,434
Typewriting machines			11,335	5,112
All other, and parts of			71,570	66,745
Nails and wood screws—				
Cut nails lbs.	2,900	42,600	134	2,103
Nails, wire lbs.	460,040	1,300,616	21,386	69,236
All other (including tacks)			9,199	6,256
Pipes and fittings—				
Cast lbs.	380,620	91,059	11,489	6,997
Wrought lbs.	436,358	147,315	21,340	11,468
Railroad spikes lbs.	72,170	99,500	2,767	6,185
Steel rails tons.	1,579	538	61,486	34,255
Railway track material, switches, frogs, etc			9,351	6,267
Scales and balances			2,025	1,533
Sheets and plates—				
Galvanized iron and steel sheets lbs.	775,895	816,048	45,761	87,893
Iron sheets and plates lbs.	84,746	170,128	7,163	21,245
Steel—				
Plates lbs.	11,565	113,760	499	12,000
Sheets lbs.	36,545	206,435	1,953	21,183
Structural iron and steel tons.	152	47	13,018	5,216
Tin plates and manufactures of—				
Tin plates, terneplates, etc lbs.	148,703	2,550	10,209	360
Manufactures of			6,518	6,018
Tools, n. e. s			24,536	22,840
Wire, and manufactures of—				
Wire—				
Barbed lbs.	383,893	252,859	17,360	13,526
All other lbs.	50,783	30,457	2,765	2,225
All other manufactures			18,415	13,117
All other manufactures of iron and steel			82,589	76,656
Lamps, etc. (except electric)			6,017	2,102
Lead, manufactures of			4,357	6,680
Leather:				
Belting			4,092	1,956
Patent			3,975	9,149
Upper—				
Calf sq. ft.	93,736	122,750	26,276	44,405
Glazed kid sq. ft.	666,118	501,909	174,536	178,229
Grain and split sq. ft.		33,270		6,305
All other			33,102	36,307
All other leather, etc			33,031	29,719

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Exports of merchandise, years ending June 30, 1917 and 1918—C

Countries and articles.	Quantities.		
	1917	1918	
NORTH AMERICA—Continued.			
CENTRAL AMERICAN STATES—SALVADOR—continued.			
Leather—Continued.			
Manufactures of—			
Boots and shoes.....pairs..	4,877	631	
All other.....bush..	11,148	2,942	
Malt.....			
Meat and dairy products:			
Meat products—			
Beef products—Tallow.....lbs..	189,115	1,625	
Hog products—			
Hams and shoulders, cured.....lbs..	11,689	5,324	
Lard.....lbs..	185,596	12,134	
Stearin and animal fats.....lbs..	418,836	313,312	
All other.....			
Dairy products—			
Butter.....lbs..	7,310	2,150	
Cheese.....lbs..	7,270	5,907	
Milk.....No..	1	1	
Motor boats.....			
Musical instruments:			
Pianos.....No..	21	11	
All other.....			
Nickel, manufactures of.....			
Notions, n. e. s.....			
Oil cloth and linoleum.....			
Oils:			
Mineral—			
Gas and fuel.....galls..	1,144,990	2,108,400	
Gasoline.....galls..	99,103	151,376	
Illuminating.....galls..	245,480	281,880	
Lubricating.....galls..	46,656	29,248	
Vegetable—Fixed or expressed—			
Cottonseed.....lbs..	111,215	3,705	
Linseed or flaxseed.....galls..	9,353	16,153	
All other.....			
Paints, pigment, colors, etc.:			
Dry colors (except lampblack).....galls..	3,833	3,876	
Ready-mixed.....galls..	3,003	1,459	
Varnish.....			
All other (including crayons).....			
Paper:			
Books, maps, etc.....lbs..	796,700	303,502	
News print.....lbs..	226,294	105,059	
All other printing paper.....lbs..	81,287	33,023	
Wrapping paper.....			
Writing paper, etc.....			
All other.....lbs..	608,256	724,451	
Paraffin.....			
Pencils (except slate) and pencil leads.....			
Perfumery, cosmetics, etc.....			
Phonographs, graphophones, etc., and records and materials for.....			
Plated ware.....			
Plumbago, manufactures of.....			
Shoe findings.....			
Soap, toilet.....			
Spirits, wines, malt liquors, and other beverages:			
Malt liquors, in bottles.....doz. qts..	7,756	1,434	
Spirits, distilled.....pf. galls..	713	1,361	
Wines.....galls..	38,950	29,319	
Stearin, vegetable.....lbs..	74,980	40,000	
Surgical appliances (not including instruments).....			
Vegetables.....			
Wax, manufactures of.....			
Wood:			
Lumber—			
Fir.....M ft..	338	349	
Redwood.....M ft..	575	1,305	
All other lumber.....M ft..	53	85	
Furniture.....			
All other.....			
Wool, manufactures of.....			
Zinc:			
Plates and sheets.....lbs..	25,033	52,300	
All other manufactures of.....			

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
TRAL AMERICAN STATES—SALVADOR—continued.				
Other articles			$70,166	$60,734
Total domestic exports			4,352,692	3,394,334
al foreign exports			39,552	84,998
Total exports			4,392,244	3,479,332
GREENLAND.				
adstuffs: Mill feed ..... tons		26		1,040
l, bituminous ..... tons	700	703	2,300	3,159
n and steel: Machinery and parts of				4,500
t and dairy products:				
leat products—				
Beef products—Beef, canned ..... lbs		9,000		1,463
Hog products—				
Lard ..... lbs		4,500		1,170
Pork, pickled ..... lbs		6,600		1,494
other articles				366
Total domestic exports			2,300	13,192
MEXICO.				
rasives:				
Emery wheels, etc			6,783	12,323
All other			31,637	33,805
ricultural implements, and parts of:				
Hay rakes and tedders			5,842	11,837
Mowers and reapers			11,615	37,168
Planters and seeders			8,846	22,763
Plows and cultivators			157,971	335,351
Thrashers			6,497	36,873
All other, and parts of			93,601	482,331
luminum, and manufactures of			13,818	32,894
nimals:				
Cattle ..... No	4,324	7,777	231,893	249,654
Hogs ..... No	10,403	1,567	164,337	33,653
Horses ..... No	2,659	4,775	106,950	152,527
Mules ..... No	2,807	3,522	262,283	259,533
Sheep ..... No	760	964	9,922	12,706
All other (including fowls)			123,830	66,282
rt works, painting, and statuary			5,931	9,332
sbestos, manufactures of			60,498	98,459
thletic and sporting goods			33,828	60,487
abbitt metal ..... lbs	83,437	93,823	22,182	26,879
illiard tables and accessories				24,158
lacking (including shoe paste, etc.)			120,359	131,008
ones, hoofs and horns, unmanufactured			2,344	6,670
one, manufactures of			12,296	
rass, and articles made from:				
Bars, plates, sheets, etc ..... lbs	15,683	23,199	5,992	9,078
Pipes and fittings				20,711
All other manufactures of			202,216	242,863
Breadstuffs:				
Barley ..... bush	42,981	96,136	46,298	147,696
Bran and middlings ..... tons	2,730	2,942	112,132	106,684
Bread and biscuits ..... lbs	2,127,931	2,030,414	227,216	280,395
Corn ..... bush	2,530,699	3,272,754	3,133,896	6,871,144
Corn meal and flour ..... bbls	5,073	6,577	26,643	72,399
Dried grains and malt sprouts ..... tons	107	1	6,243	115
Mill feed ..... tons	197	281	9,372	16,414
Oatmeal ..... lbs	844,741	995,721	47,401	71,811
Oats ..... bush	597,739	91,292	324,151	81,642
Preparations, of for table food			223,355	125,372
Rice ..... lbs	7,616,038	4,272,646	346,452	341,846
Rye flour ..... bbls	15	726	120	7,396
Wheat ..... bush	54,597	2,126	83,535	3,849
Wheat flour ..... bbls	930,564	368,550	7,543,254	4,046,976
All other			54,052	51,289
Bronze, manufactures of			20,277	33,187
Broom corn, and manufactures of			27,133	34,638
Brushes			56,849	63,466
Buttons, and parts of			78,006	121,204

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
MEXICO—continued.				
Candles.....lbs..	1,071,062	809,410	$113,009	$121,224
Cars, automobiles, and vehicles:				
Aeroplanes, parts of.....			242	580
Automobiles, and parts of—				
Commercial.....No..	218	365	198,151	525,664
Passenger.....No..	2,807	2,578	1,642,011	1,653,545
Parts of (not including engines, etc.).....			125,823	431,440
Carriages.....No..	592	775	31,523	29,964
Cars for steam railways—				
Passenger.....No..		2	116,308	4,700
Freight and other.....No..		423	249,365	356,169
Cars for other railways.....No..		49	46,937	9,069
Bicycles, tricycles, etc.....			36,517	87,826
Motorcycles.....No..	102	59	23,360	14,622
Wagons.....No..	3,735	4,197	242,663	254,709
Wheelbarrows and push carts.....			35,081	121,308
All other, and parts of.....			114,664	300,314
Celluloid, and manufactures of.....			77,581	76,555
Cement, hydraulic.....bbls..	102,252	124,610	231,572	324,298
Chalk, manufactures of.....			3,961	7,230
Chemicals, drugs, dyes, and medicines:				
Acids—				
Nitric.....lbs..		65,326		8,658
Sulphuric.....lbs..	5,394,272	4,279,828	122,213	90,974
All other.....			118,226	126,334
Baking powder.....lbs..	306,956	240,152	58,887	53,662
Calcium carbide.....lbs..	2,537,636	2,147,148	102,048	110,847
Coal-tar distillates, n. e. s.....				61,537
Copper, sulphate of (blue vitriol).....lbs..	123,595	312,682	14,340	31,421
Dyes and dyestuffs.....			423,942	381,488
Glycerin.....lbs..		23,955		16,737
Infants' food.....				29,790
Lime, chloride of.....lbs..		251,565		7,541
Medicinal and pharmaceutical preparations.....			537,897	874,651
Petroleum jelly, etc.....			13,178	21,129
Potash.....				86,288
Roots and herbs, n. e. s.....			18,034	16,852
Soda, salts, and preparations of.....			637,733	969,678
Sulphur or brimstone.....tons..	6,765	7,735	125,071	218,584
All other.....			1,338,041	1,111,384
Chewing gum.....			16,333	24,326
Clays, fire and other.....tons..	1,037	1,360	10,229	21,142
Clocks and watches:				
Clocks, and parts of.....			29,229	41,436
Watches, and parts of.....			9,268	12,800
Coal and coke:				
Coal—				
Anthracite.....tons..	1,368	3,746	12,080	36,824
Bituminous.....tons..	191,740	158,464	825,488	799,030
Coke.....tons..	194,445	284,054	981,976	2,337,561
Coal tar.....bbls..	1,133	731	4,500	4,011
Cocoa and chocolate, prepared, etc.....			69,201	114,392
Coffee:				
Green or raw.....lbs..	75,354	72,712	12,881	11,633
Roasted or prepared.....lbs..	163,520	102,889	32,069	23,125
Confectionery.....			73,750	42,753
Copper:				
Refined, in ingots, bars, etc.....lbs..	9,721	283,957	3,202	56,921
Pipes and tubes.....lbs..		9,653		5,571
Plates and sheets.....lbs..	24,577	43,171	9,647	15,401
Wire.....lbs..	161,996	213,298	54,846	70,996
All other.....			46,643	39,571
Cork, manufactures of.....			29,377	44,742
Cotton:				
Unmanufactured—				
Upland and other.....lbs..	2,648,957	5,321,962	470,604	1,520,315
Manufactures of—				
Blankets and comforts.....				306,061
Cloths—				
Unbleached.....yds..	10,923,524	10,540,644	1,015,140	1,427,408
Bleached.....yds..	13,177,746	21,082,718	1,350,830	2,857,868
Dyed—				
ed.....yds..	26,167,462	44,132,410	2,423,363	5,069,386
etc.....yds..	7,247,345	15,657,612	970,846	2,520,630
er.....yds..	16,870,162	16,496,309	2,110,733	2,602,984

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
MEXICO—continued.				
n—Continued.				
es and embroideries			$272,515	$418,334
l waste.....lbs..	273,197	302,149	30,540	36,619
read, sewing and crochet, etc				594,939
aring apparel—				
Corsets			11,280	25,769
Knit goods			538,027	613,765
All other			1,234,737	991,278
rn.....lbs..		33,130	26,441	26,589
l other manufactures of			1,027,434	1,094,373
al goods			6,082	11,007
hen, stone, and china ware:				
icks—				
Building.....M..	1,724	1,788	18,554	22,340
Fire.....M..	3,166	5,230	142,046	244,049
inaware			32,321	64,949
arthen and stone ware			36,730	77,987
nitary, etc			14,037	24,225
les (except drain)			15,433	16,670
ll other			26,470	43,306
s.....doz..	1,170,450	1,301,495	373,953	498,261
trical machinery, appliances, etc.:				
atteries			58,521	75,336
rbons				22,535
ynamos or generators			51,091	60,249
ans.....No..		1,233	16,969	20,490
leating and cooking apparatus				23,284
nsulated wires and cables			188,824	214,906
nterior wire supplies and fixtures			39,096	67,568
amps—Incandescent—				
Carbon filament.....No..	141,037	92,814	16,604	16,819
Metal filament.....No..	982,448	1,276,739	167,621	252,496
lagnetos, spark plugs, etc				20,573
leters and other measuring instruments			17,088	85,976
lotors			107,451	162,056
witches and accessories				101,091
Telegraph instruments			13,953	3,259
Telephones			19,058	38,815
Transformers			51,196	79,793
All other			401,343	428,913
xplosives:				
Cartridges			1,945	39,913
Dynamite.....lbs..	4,194,984	5,107,767	651,520	1,064,827
Fuses				223,963
Gunpowder.....lbs..	12,876	25,450	3,023	4,283
All other			197,615	243,594
eathers			7,211	6,122
rtilizers, all other.....tons..	206	185	9,332	10,140
bers, vegetable, manufactures of:				
Bags			225,452	225,706
Cordage.....lbs..	624,466	509,422	125,723	149,555
Twine, binder and all other			26,172	67,643
All other			117,415	214,746
ire extinguishers			3,512	10,523
ish:				
Dried or pickled—				
Cod, haddock, etc.....lbs..	496,334	274,282	53,897	39,788
Herring and other.....lbs..	47,459	54,504	5,216	8,345
Salmon—				
Canned.....lbs..	3,707,225	1,800,185	342,564	246,830
All other			3,388	3,290
Fish, canned (except salmon and shellfish)			247,971	231,550
Shellfish—				
Oysters			28,062	23,786
All other			36,979	57,273
All other fish and fish products			6,779	8,668
Flavoring extracts and fruit juices			29,948	35,612
Fruits and nuts:				
Fruits—				
Apples—				
Dried.....lbs..	83,687	64,907	8,493	8,444
Green or ripe.....bbls..	36,686	57,465	192,940	334,466
Apricots, dried.....lbs..	49,443	40,680	7,298	7,793
Lemons.....boxes..	1,814	1,009	8,167	5,469
Oranges.....boxes..	27,408	6,535	74,296	26,009

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
MEXICO—continued.				
Fruits and nuts—Continued.				
Fruits—Continued.				
Peaches, dried ..... lbs.	97,150	82,743	99,145	$10,095
Pears, green or ripe	.....	.....	11,135	19,699
Prunes ..... lbs.	570,268	461,552	61,887	55,903
Raisins, and other dried grapes ..... lbs.	968,825	728,304	87,585	71,505
All other fruits, green, ripe, or dried	.....	.....	102,498	200,237
Prepared or preserved—				
Canned	.....	.....	32,674	34,689
All other	.....	.....	8,733	16,317
Nuts—				
Peanuts ..... lbs.	126,103	50,122	9,832	6,727
All other	.....	.....	38,902	33,447
Furniture of metal	.....	.....	90,573	106,479
Furs and fur skins, dressed, and manufactures of	.....	.....	103,252	56,604
Glass and glassware:				
Bottles, vials, demijohns, carboys, and jars	.....	.....	96,531	194,378
Cylinder, crown, and common window glass ..... box, 50 sq. ft.	8,726	21,130	43,763	114,409
Plate glass ..... sq. ft.	44,193	77,623	23,134	34,120
All other	.....	.....	191,700	432,685
Glucose and grape sugar ..... lbs.	406,575	204,265	17,129	12,954
Glue ..... lbs.	90,133	86,723	21,265	26,568
Gold and silver, and manufactures of, including jewelry	.....	.....	20,235	66,999
Grease:				
Lubricating	.....	.....	82,870	74,442
Soap stock and other	.....	.....	20,769	13,907
Hair, animal, and manufactures of	.....	.....	5,375	10,199
Hats, and materials for:				
For men and boys—				
Felt	.....	.....	.....	231,991
All other	.....	.....	.....	52,507
For women and children	.....	.....	.....	32,925
Hay ..... tons.	26,070	5,830	484,114	150,756
Honey ..... lbs.	.....	51,104	2,082	9,221
Hops ..... lbs.	170,471	227,606	34,358	44,438
Household and personal effects	.....	.....	148,911	323,473
Ice ..... tons.	3,287	.....	18,343	.....
India rubber, and manufactures of:				
Belting, hose, etc	.....	.....	265,680	339,506
Boots and shoes ..... pairs.	8,493	22,782	8,755	22,886
Druggists' rubber sundries	.....	.....	.....	66,157
Tires for automobiles	.....	.....	257,413	777,984
Tires, all other	.....	.....	65,364	48,019
All other	.....	.....	184,761	178,613
Ink:				
Printers'	.....	.....	47,912	58,420
All other	.....	.....	34,344	30,722
Instruments, and apparatus for scientific purposes:				
Medical, surgical, and optical	.....	.....	14,164	36,265
Scientific, all other	.....	.....	25,204	49,407
Iron and steel:				
Pig iron ..... tons.	989	450	31,007	30,183
Scrap and old ..... tons.	1,117	29	11,290	500
Bar iron ..... lbs.	1,480,920	2,035,245	64,303	111,997
Bars, or rods of steel—				
Wire rods ..... lbs.	10,140	16,154	747	1,278
All other ..... lbs.	2,313,250	3,187,882	129,425	249,330
Bolts, nuts, rivets, and washers ..... lbs.	1,712,308	2,983,644	118,067	268,294
Car wheels and axles	.....	.....	27,316	129,990
Castings, n. e. s	.....	.....	77,475	89,624
Chains	.....	.....	.....	91,035
Cutlery—				
Razors	.....	.....	10,496	14,320
Table	.....	.....	15,156	37,045
All other	.....	.....	51,970	125,248
Enamel ware—				
Bath tubs ..... No.	277	531	7,216	13,757
Lavatories and sinks	.....	.....	23,655	29,909
All other	.....	.....	250,796	401,025
Firearms	.....	.....	5,064	2,255
Forgings, n. e. s	.....	.....	.....	12,462

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
MEXICO—continued.				
n and steel—Continued.				
Hardware—				
Locks			$54,383	$128,825
Hinges and other builders'			110,569	77,370
Other hardware				81,061
Hoop, band, and scroll ..lbs..	233,035	335,776	8,037	16,747
Horseshoes ..lbs..	149,584	160,326	11,407	14,125
Machinery, machines, and parts of—				
Adding and calculating machines ..No..	81	244	13,284	34,733
Air-compressing machines			20,756	86,384
Brewer's machinery			3,517	54,193
Cash registers ..No..	67	71	8,813	8,226
Concrete mixers				10,501
Cotton gins ..No..	53	11	40,878	6,612
Cream separators ..No..	17	32	872	1,904
Elevators, and elevator machinery			16,155	17,224
Engines, and parts of—				
Electric locomotives ..No..		3	10,556	10,164
Internal-combustion engines—				
Gas, stationary ..No..	49	53	30,031	18,238
Gasoline—				
Automobile ..No..	8	19	2,198	2,907
Marine ..No..	94	79	35,458	40,109
Stationary ..No..	130	260	53,982	99,736
Traction and caterpillar ..No..	59	285	91,902	430,472
Kerosene engines ..No..		76		51,365
Steam engines—				
Locomotives ..No..	73	56	569,437	529,767
Marine ..No..	2	1	307	5,198
Stationary ..No..	27	60	23,296	44,488
Traction and caterpillar ..No..	25	133	53,299	231,135
All other engines ..No..	50	132	66,892	152,519
Boilers				255,196
Boiler tubes				354,866
Parts of			368,022	259,834
Excavating machinery				34,508
Laundry machinery—				
Power machines			226	1,821
All other			2,597	6,298
Lawn mowers			1,221	1,920
Metal-working machinery, and tools			97,631	314,534
Gas and water meters			4,163	8,067
Milling machinery, flour and grist			31,629	115,219
Mining machinery—				
Oil-well			217,543	468,407
All other			732,518	1,336,378
Printing presses			30,725	132,502
Pumps and pumping machinery			252,533	590,186
Refrigerating machinery, etc			20,215	73,121
Sewing machines			92,470	230,080
Shoe machinery			37,613	45,178
Sugar-mill machinery			37,583	86,326
Textile machinery			30,272	50,063
Typesetting machines, linotypes, etc			18,481	44,534
Typewriting machines			225,185	368,022
Windmills			22,872	37,485
Woodworking machinery—				
Sawmill machihery			6,836	28,576
All other			11,504	15,165
All other, and parts of			993,360	1,287,736
Nails and wood screws—				
Nails, cut ..lbs..	185,965	190,719	7,944	10,846
Wire nails ..lbs..	4,416,698	3,048,776	177,348	172,193
Wood screws				41,807
All other (including tacks) ..lbs..	1,223,099	1,234,264	103,210	143,155
Needles				19,334
Pipes and fittings—				
Cast ..lbs..	11,581,089	24,305,066	412,043	1,315,266
Wrought ..lbs..	25,530,974	32,337,711	1,082,735	2,392,478
Railroad spikes ..lbs..	624,931	682,545	25,808	37,227
Rails of steel, for railways ..tons..	1,750	4,118	72,341	233,798
Railway track material (except rails and spikes), switches, frogs, fishplates, splice bars, etc			47,971	202,391
Safes ..No..	867	1,041	58,103	52,644
Scales and balances			35,265	63,047

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Exports of merchandise, years ending June 30, 1917 and 1918—

Countries and articles.	Quantities.		
	1917	1918	
NORTH AMERICA—Continued.			
MEXICO—continued.			
Iron and steel—Continued.			
Sheets and plates of iron and steel—			
Galvanized sheets.....lbs..	4,831,098	5,558,014	
Iron sheets and plates.....lbs..	1,366,215	1,155,540	
Steel plates.....lbs..	1,939,963	1,650,726	
Steel sheets.....lbs..	736,866	808,015	
Ship and tank plates, punched and shaped....lbs..	.....	4,251,266	
Stoves, ranges, and parts of.....	.....	.....	
Structural iron and steel.....tons..	3,936	1,790	
Tin plates and manufactures of—			
Tin plates, terneplates, and taggers tin.....lbs..	4,384,430	4,028,273	
All other manufactures of.....	.....	.....	
Tools, n. e. s.—			
Axes.....No..	55,482	53,358	
Augers, bits, and drills.....	.....	.....	
Files and rasps.....	.....	.....	
Hammers and hatchets.....	.....	.....	
Saws.....	.....	.....	
Shovels and spades.....	.....	.....	
All other.....	.....	.....	
Wire, and manufactures of—			
Barbed wire.....lbs..	1,582,075	2,434,921	
All other wire.....lbs..	2,720,017	2,988,341	
Manufactures of—			
Wire ropes and cables.....	.....	.....	
Woven-wire fencing.....	.....	.....	
All other.....	.....	.....	
All other manufactures of iron and steel.....	.....	.....	1,
Lamps, chandeliers, and all devices for illuminating purposes (except electric).....	.....	.....	
Lead:			
Pigs, bars, etc.....lbs..	47,508	175,531	
Manufactures of.....	.....	.....	
Leather:			
Belting.....	.....	.....	
Patent.....	.....	.....	
Sole.....lbs..	7,366	1,917	
Upper—			
Calf.....sq. ft..	22,734	15,057	
Kid.....sq. ft..	85,291	109,682	
All other.....	.....	.....	
All other.....	.....	.....	
Manufactures of—			
Boots and shoes—			
Children's.....pairs..	195,220	186,756	
Men's.....pairs..	659,612	550,611	1,
Women's.....pairs..	454,228	396,015	
Gloves.....doz. pairs..	.....	656	
Slippers.....pairs..	3,282	12,070	
Harness and saddles.....	.....	.....	
All other.....	.....	.....	
Leather, imitation.....	.....	.....	
Lime.....bbls..	4,341	8,120	
Malt.....bush..	177,960	107,093	
Matches.....	.....	.....	
Meat and dairy products:			
Meat products—			
Beef products—			
Beef, canned.....lbs..	208,376	146,501	
Beef, fresh.....lbs..	19,024	173,917	
Pickled, and other cured.....lbs..	167,792	22,265	
Oleo oil.....lbs..	23,537	36,628	
Oleomargarine, imitation butter.....lbs..	26,895	12,624	
Tallow.....lbs..	777,015	203,806	
Hog products—			
Bacon.....lbs..	209,069	175,541	
Hams and shoulders, cured.....lbs..	820,584	464,815	
Lard.....lbs..	13,261,559	6,957,993	2,
Neutral lard.....lbs..	55,436	11,393	
Pork, canned.....lbs..	73,622	30,645	
Pork, pickled.....lbs..	106,907	6,596	
Lard compounds and other substitutes for lard, etc.....lbs..	6,863,487	4,441,734	1,

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
MEXICO—continued.				
Meat and dairy products—Continued.				
Meat products—Continued.				
Sausage—				
Canned.....lbs..	123,650	87,178	$27,120	$24,113
All other.....lbs..	72,373	30,811	19,063	10,608
Stearin from animal fats.....lbs..	91,058	330,336	13,065	80,862
All other meat products—				
Canned.....	.....	.....	110,085	34,807
All other.....	.....	.....	14,009	17,666
Dairy products—				
Butter.....lbs..	558,369	223,091	208,254	108,257
Cheese.....lbs..	802,876	819,324	217,070	283,181
Milk—				
Condensed.....lbs..	4,526,742	2,727,002	531,981	381,548
All other (including cream).....	.....	.....	30,987	33,892
Metal polish.....	.....	.....	2,908	4,531
Metals, n. e. s.....	.....	.....	.....	49,094
Mica and manufactures of.....	.....	.....	3,178	3,395
Motor boats.....No..	29	36	32,513	111,630
Mucilage and paste.....	.....	.....	4,114	9,782
Musical instruments, and parts of:				
Player pianos.....No..	63	112	24,002	49,139
Pianos—all other.....No..	223	239	54,724	72,206
All other.....	.....	.....	41,617	34,982
Naval stores:				
Rosin.....bbls..	2,148	1,008	13,725	7,076
Tar, turpentine, and pitch.....bbls..	1,331	1,871	7,828	11,598
Turpentine, spirits of.....galls..	11,605	18,180	7,306	12,445
Nickel:				
Nickel oxide and matte.....lbs..	249	4,000	142	2,000
Manufactures of.....	.....	.....	4,785	3,887
Notions.....	.....	.....	106,319	115,470
Nursery stock.....	.....	.....	5,900	17,652
Oakum.....lbs..	85,436	88,941	11,023	14,634
Oil cake and oil-cake meal:				
Cottonseed cake.....lbs..	96,800	17,970	1,602	446
All other cake and meal.....lbs..	25,618	4,198	633	134
Oilcloth and linoleum:				
For floors.....sq. yds..	13,828	14,681	5,312	7,986
All other.....	.....	.....	38,746	74,573
Oils:				
Animal.....galls..	51,272	31,154	37,396	30,736
Mineral—				
Crude, including all natural oils.....galls..	2,705,957	3,139,675	113,003	128,551
Refined, or manufactured—				
Gas oil and fuel oil.....galls..	21,611,633	20,428,255	824,108	761,345
Illuminating oil.....galls..	506,273	2,126,722	66,896	277,862
Lubricating, and heavy paraffin oil.....galls..	637,389	717,165	163,396	226,849
Naphthas, etc.—				
Gasoline.....galls..	614,793	1,063,345	147,173	301,071
All other.....galls..	224,827	388,373	27,103	58,688
Residuum (including tar), etc.....galls..	8,678	93,477	787	4,122
Vegetable, fixed or expressed—				
Cottonseed.....lbs..	918,959	229,847	115,539	43,052
Linseed or flaxseed.....galls..	66,941	72,818	69,576	95,604
All other, fixed or expressed.....	.....	.....	68,454	46,518
Volatile or essential.....	.....	.....	20,236	24,933
Paints, pigments, colors, and varnishes:				
Dry colors (including lampblack).....	.....	.....	61,641	91,005
Ready-mixed paints.....galls..	58,701	94,418	90,548	149,757
Varnish.....galls..	25,528	26,546	38,363	44,675
White lead.....lbs..	177,841	229,582	18,879	27,246
Zinc, oxide of.....lbs..	96,833	216,002	13,452	34,764
All other (including crayons).....	.....	.....	130,170	177,669
Paper stock.....lbs..	31,613	887,289	517	15,117
Paper:				
Bags.....	.....	.....	45,523	78,078
Books, music, maps, engravings, etchings, photographs, and other printed matter.....	.....	.....	316,099	241,301
Boxes and cartons.....	.....	.....	12,074	30,366
Carbon paper.....	.....	.....	15,734	22,005
Paper board, etc. (including straw board).....	.....	.....	79,316	45,584
Paper hangings.....	.....	.....	5,653	15,809

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Exports of merchandise, years ending June 30, 1917 and 1918—

Countries and articles.	Quantities.		
	1917	1918	
NORTH AMERICA—Continued.			
MEXICO—continued.			
Paper—Continued.			
Printing paper—			
News print.....lbs..	10,181,149	8,230,195	
All other.....lbs..	7,545,150	3,192,276	
Tissue and toilet paper			
Wrapping paper.....lbs..	3,165,048	2,340,617	
Writing paper and envelopes			
All other			
Paraffin and paraffin wax.....lbs..	2,847,762	8,156,816	
Pencils (except slate) and pencil leads			
Penholders.....gross..	1,398	2,678	
Pens, metallic (except gold).....gross..	9,491	14,072	
Perfumeries, cosmetics, and all other toilet preparations			
Photographs, graphophones, gramophones, and records, and materials for			
Photographic goods:			
Cameras			
Sensitized goods—			
Motion-picture films—			
Not exposed.....lin. ft..	223,227	121,996	
Exposed.....lin. ft..	1,620,802	2,467,598	
Other sensitized goods			
All other			
Plaster, builders' and common, and all other			
Plated ware (except cutlery and jewelry):			
Silver plated			
All other			
Plumbago and graphite, and manufactures of			
Refrigerators			
Roofing felt, and similar materials			
Salt.....lbs..	6,490,980	9,963,110	
Sand and gravel			
Seeds:			
Cotton seed.....lbs..	744,234	813,948	
All other			
Shoe findings			
Silk, manufactures of			
Silk, artificial, manufactures of			
Soap:			
Toilet or fancy			
All other.....lbs..	24,780,334	27,894,799	1,
Spices			
Spirits, wines, malt liquors, and other beverages:			
Malt liquors—			
In bottles.....doz. qts..	148,066	71,461	
In other coverings.....galls..	158,961	77,462	
Alcohol (except wood).....pf. galls..	6,993	1,729	
Whisky—			
Bourbon.....pf. galls..	19,510	22,094	
Rye.....pf. galls..	2,005	4,013	
Spirits, distilled, all other.....pf. galls..	6,516	7,292	
Wines.....galls..	186,940	149,468	
Other beverages			
Starch.....lbs..	1,757,442	1,377,377	
Stearin, vegetable.....lbs..	42,350	3,563	
Stone (including marble), and manufactures of			
Straw and palm leaf, manufactures of			
Sugar, refined.....lbs..	34,709,232	18,761,715	2,
Surgical appliances (not including instruments)			
Suspenders and garters			
Tin in pigs, bars, etc.....lbs..	27,417	6,962	
Tobacco:			
Unmanufactured—Leaf and stem.....lbs..	1,674,638	1,900,864	
Manufactures of—			
Cigarettes.....M..	4,736	1,158	
Smoking tobacco.....lbs..	43,248	44,107	
All other			
Toys			
Trunks, and traveling bags			
Type.....lbs..	26,902	47,190	
Typewriter ribbons			
Umbrellas and parasols			

a Included in "All other paper," prior to 1918.

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
MEXICO—continued.				
ables:				
ans and dried peas.....bush..	37,986	54,239	$159,227	$269,330
ions.....bush..	36,893	50,241	88,184	83,127
kles and sauces			53,944	58,699
tatoes (except sweet potatoes).....bush..	179,731	352,648	335,423	479,351
getables, canned			152,825	100,559
other			53,848	50,147
gar.....galls..	28,429	20,646	7,144	6,504
anized fiber and manufactures of			894	4,668
—Manufactures of			4,757	17,878
d:				
gs, and other round timber.....M ft..	2,285	5,844	55,922	145,971
xewood, and all other unmanufactured			7,299	25,642
mber, hewn and sawed.....M ft..	20,553	17,670	440,175	471,681
umber—				
Boards, planks, and scantlings—				
Cypress.....M ft..	304	687	13,849	33,242
Fir.....M ft..	6,033	8,091	94,853	209,725
Oak.....M ft..	392	820	16,046	36,267
Pine—White.....M ft..	4,889	1,369	158,936	50,092
Yellow—				
Pitch.....M ft..	14,954	35,346	348,014	982,704
Short leaf, and other.....M ft..	15,701	23,939	379,712	619,311
Redwood.....M ft..	1,759	1,541	52,984	50,834
All other.....M ft..	1,673	1,021	49,468	38,581
Railroad ties.....No..	692,923	611,698	409,217	417,720
Shingles.....M..	4,862	6,305	20,940	34,713
Shooks—				
Box			206,294	386,834
All other.....No..	54,810	33,778	29,093	34,541
Staves.....No..	1,609,632	3,095,574	25,266	42,514
Heading			8,054	28,248
All other lumber			251,969	192,679
Doors, sash, and blinds			30,044	51,328
Furniture			315,601	395,496
Handles, implement and tool				33,000
Hogsheads and empty barrels			33,346	77,935
Trimmings, moldings, etc			7,714	16,636
Woodenware			5,664	5,543
Wood pulp.....tons..	478	384	37,097	46,131
All other manufactures of			196,362	269,900
Wool, unmanufactured.....lbs..		8,073		11,302
Manufactures of—				
Blankets				94,739
Cloths and dress goods.....yds..		212,719		263,589
Wearing apparel			405,751	149,904
All other			365,409	58,135
Zinc:				
Dross.....lbs..	40,050	51,000	7,610	7,016
Spelter in pigs, etc.—				
From domestic ore.....lbs..	157,405	1,512,416	25,755	163,649
From foreign ore.....lbs..		54,000		4,860
Rolled in sheets.....lbs..	1,161,106	2,257,662	218,216	412,972
All other			62,557	121,985
All other articles			218,532	920,019
Total domestic exports			77,336,643	105,168,145
Total foreign exports			1,667,954	1,908,808
Total exports			79,004,597	107,076,953
MIQUELON, LANGLEY, AND ST. PIERRE ISLANDS.				
Breadstuffs:				
Bread and biscuit.....lbs..	23,479	28,388	2,351	3,724
Corn.....bush..	1,212	1,702	1,747	3,925
Corn meal and corn flour.....bbls..	219	120	1,082	959
Wheat flour.....bbls..	976	1	7,232	12
All other			1,011	1,547
Cars, automobiles, etc.: Automobiles, parts of (not including engines)			9,977	182
Coal, anthracite.....tons..	557	128	4,067	1,348
Cocoa and chocolate, prepared			2,187	2,907

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
MIQUELON, LANGLEY, AND ST. PIERRE ISLANDS—con.				
Coffee:				
Green or raw.....lbs..	3,824	8,580	$411	$816
Roasted or prepared.....lbs..	9,198	5,694	1,381	863
Confectionery			1,194	1,242
Cotton, manufactures of:				
Cloths—				
Unbleached.....yds..	15,020	17,636	3,221	14,043
Bleached.....yds..	5,888	24,131	1,680	7,880
Printed.....yds..	7,240	28,827	780	13,191
Dyed in the piece.....yds..	13,215	25,931	1,646	4,492
All other.....yds..	27,304	2,931	3,978	645
Wearing apparel—				
Knit goods			1,088	830
All other			2,475	2,043
All other			2,971	6,754
Electrical machinery:				
Batteries			798	1,760
All other			1,014	210
Fibers, vegetable, manufactures of—Cordage....lbs..	16,186	32,987	3,372	9,570
Fruits and nuts			1,099	1,998
India rubber, manufactures of:				
Boots.....pairs..	4,216	2,610	10,119	7,835
Shoes.....pairs..	2,058	1,083	1,361	792
Iron and steel:				
Machinery, engines, marine.....No..	33	70	2,922	7,305
All other			4,573	9,105
Leather, manufactures of:				
Boots and shoes—				
Children's.....pairs..	1,120	805	1,412	1,284
Men's.....pairs..	1,561	1,119	3,273	3,038
Women's.....pairs..	1,271	1,160	2,011	2,449
All other			293	505
Meat and dairy products:				
Meat products—				
Beef, pickled.....lbs..	4,800	35,700	559	5,295
Hog products—				
Hams and shoulders.....lbs..	12,911	6,736	2,699	1,983
Lard.....lbs..	19,996	20,845	3,373	5,764
Pork—				
Fresh.....lbs..	13,505		2,125	
Pickled.....lbs..	19,500	35,200	2,944	7,534
Lard compounds.....lbs..	17,584	10,860	2,544	2,649
All other			2,317	3,144
Oils, mineral.....galls..	12,550	40,299	2,136	7,018
Paints, pigments, colors, etc			2,944	3,125
Paper, manufactures of			1,839	1,505
Soap			1,574	4,606
Spirits, wines, etc.: Spirits, distilled—				
Alcohol (except wood).....pf. galls..	13,444	10,291	7,669	27,677
Rum.....pf. galls..	5,813	1,973	9,061	5,204
Whisky.....pf. galls..	504	486	826	2,454
Wines.....galls..	2,802	10,791	1,223	5,341
Sugar, refined.....lbs..	125,013	85,657	9,151	6,596
Tobacco, manufactures of, plug.....lbs..	64,929	81,379	13,339	19,442
Vegetables			2,473	3,489
Wood, manufactures of			3,434	7,446
All other articles			12,425	26,056
Total domestic exports			167,781	259,382
Total foreign exports			3,078	2,945
Total exports			170,859	262,327
NEWFOUNDLAND AND LABRADOR.				
Agricultural implements			3,280	2,385
Aluminum, and manufactures of			526	221
Art works, etc			6,779	2,504
Athletic and sporting goods			2,325	10,879
Blacking, including shoe paste			16,796	19,512
Brass, manufactures of			90,439	68,618
Breadstuffs:				
Barley.....bush..	308	497	325	1,410
Bran and middlings.....tons..	131	4	4,726	255
Bread and biscuit.....lbs..	6,749	18,108	1,086	1,218

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
WFOUNDLAND AND LABRADOR—continued.				
stuffs—Continued.				
..bush..	8,649	449	$8,291	$1,156
meal and corn flour..bbls..	5,146	1,160	20,073	12,002
feed..tons..	1,002	475	34,612	29,199
meal..lbs..	223,920	52,623	9,430	2,785
s..bush..	9,577	7,517	6,189	5,328
parations of, for table food			29,213	32,658
e..lbs..	279,613	247,725	11,919	17,332
eat flour..bbls..	55,039	21,732	377,655	236,149
other			11,188	19,478
ze, manufactures of			5,033	7,147
m corn..tons..	28	14	8,119	6,808
hes			7,537	6,656
ons, and parts of			6,161	7,260
les..lbs..	19,765	11,231	2,871	2,352
automobiles, and other vehicles:				
tomobiles, and parts of—				
Commercial..No..	1	2	2,675	7,250
Passenger..No..	48	27	38,910	34,676
Parts of (not including engines)				4,129
ll other vehicles and parts of			7,481	6,698
uloid, and manufactures of			3,736	3,899
ient, hydraulic..bbls..	25,927	10,432	38,434	23,518
micals, drugs, dyes, and medicines:				
cids			3,281	2,776
aking powder..lbs..	100,826	77,775	18,993	15,882
opper, sulphate of..lbs..	40,754	48,340	4,059	4,566
xtracts for tanning			1,552	4,724
ledicinal and pharmaceutical preparations			15,218	11,964
etroleum jelly			1,857	8,521
oda, salts, and preparations of			3,017	3,319
ulphur or brimstone..tons..	4,002	401	70,104	9,243
Washing powder..lbs..	69,270	138,507	2,475	6,740
All other			43,762	41,407
iewing gum			7,995	4,209
ocks and watches:				
Clocks, and parts of			11,470	11,020
Watches, and parts of			4,050	4,107
oal:				
Anthracite..tons..	13,047	8,346	82,290	59,825
Bituminous..tons..	9,811	1,523	34,272	5,035
ocoa and chocolate, prepared			13,221	26,866
offee, roasted or prepared..lbs..	14,731	23,430	3,246	5,558
onfectionery			51,234	43,453
opper:				
Wire..lbs..	18,503	24,079	5,564	9,202
All other			6,260	2,698
ork, manufactures of			3,429	1,942
otton, manufactures of:				
Blankets and comforts				36,380
Cloths—				
Unbleached..yds..	891,340	496,145	132,135	116,196
Bleached..yds..	343,867	335,092	32,868	51,322
Printed..yds..	287,391	517,180	29,011	71,734
Dyed in the piece..yds..	236,401	579,915	33,032	110,943
Colored, all other..yds..	981,498	364,467	128,016	78,394
Laces and embroideries			1,396	3,888
Mill waste..lbs..	65,611	74,181	8,130	10,593
Rags, except paper stock..lbs..	142,111	30,143	29,413	6,030
Thread, sewing and crochet				11,728
Wearing apparel—				
Corsets			4,894	5,339
Knit goods			76,689	94,903
All other			202,744	261,176
Yarn..lbs..		235,721	107,319	103,580
All other manufactures of			393,732	484,452
Earthen, stone, and china ware:				
Bricks—				
Building..M..	2		15	
Fire..M..	517	1	20,573	71
Chinaware			1,791	4,559
Tiles (except drain)			1,696	10,019
All other			4,666	3,074
Eggs..doz..	10,182	13,650	3,957	6,219

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
NEWFOUNDLAND AND LABRADOR—continued.				
Electrical machinery, appliances, etc.:				
Batteries			$24,061	$41,452
Dynamos or generators			4,658	2,891
Insulated wire and cables			24,220	24,421
Interior wiring supplies			5,514	7,686
Lamps, metal filament ..... No.	90,251	54,860	23,419	13,311
Motors			18,538	26,492
Telegraph instruments			10,380	994
Transformers			4,273	9,386
All other			68,477	32,911
Explosives:				
Cartridges, loaded			17,753	17,053
Dynamite ..... lbs.	37,400		7,330	
All other			2,396	7,866
Fibers, vegetable, manufactures of:				
Cordage ..... lbs.	111,716	200,505	21,067	53,339
Twine (except binder)			45,655	52,372
All other manufactures of			13,843	25,196
Fish, and fish products			9,771	2,445
Flavoring extracts			5,577	8,463
Fruits and nuts:				
Fruits—				
Apples—				
Dried ..... lbs.	111,806	15,769	8,748	1,759
Green or ripe ..... bbls.	1,261	1,344	7,954	9,758
Apricots, dried ..... lbs.	70,506	78,745	9,349	12,891
Berries			3,807	860
Oranges ..... box.	7,673	9,192	29,512	42,141
Prunes ..... lbs.	183,087	93,896	13,850	8,314
Raisins, etc ..... lbs.	609,779	428,085	47,289	39,343
All other, green, ripe, or dried			35,908	44,135
Prepared or preserved—				
Canned			39,718	29,530
All other			1,043	6,199
Nuts			5,957	4,531
Furniture of metal			3,046	10,315
Furs, raw, dressed, or manufactured			4,203	2,929
Glass and glassware:				
Bottles, vials, etc			4,594	8,432
Window glass ..... box, 50 sq. ft.	4,647	2,045	17,270	9,702
All other			18,213	15,727
Glucose (corn sirup) ..... lbs.	238,637	189,105	9,834	10,372
Glue ..... lbs.	107,788	15,778	15,421	2,953
Jewelry			4,924	3,890
Grease:				
Lubricating			5,347	2,372
All other			573	427
Hats and materials for:				
For men and boys				13,036
For women and children				8,534
Hides of cattle ..... lbs.	2,140	13,310	392	5,335
Honey ..... lbs.		18,346	1,097	3,586
Hops ..... lbs.	15,928	27,640	2,284	4,149
Household and personal effects			20,611	12,325
India rubber, manufactures of:				
Belting, hose, etc			9,275	21,212
Boots ..... pairs.	42,590	53,409	103,684	141,364
Shoes ..... pairs.	116,875	105,565	81,508	83,368
Tires—				
For automobiles			8,243	11,397
All other			1,234	1,065
All other manufactures of			31,382	21,523
Ink			3,822	3,300
Iron and steel:				
Pig iron ..... tons.	413	254	14,407	13,155
Bar iron ..... lbs.	601,136	574,482	17,297	28,511
Steel bars or rods ..... lbs.	325,877	124,718	15,371	5,784
Bolts, rivets, nuts, etc ..... lbs.	198,394	237,521	12,746	18,369
Car wheels and axles			4,167	
Castings, n. e. s.			9,310	1,672
Chains				7,040
Cutlery			13,953	16,524

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
NEWFOUNDLAND AND LABRADOR—continued.				
Iron and steel—Continued.				
Kennel ware—				
Bathtubs.....No.	62	57	$1,252	$1,420
Lavatories and sinks			7,263	4,262
All other			8,929	8,952
Machine arms			4,659	7,332
Machinery, n. e. s.				1,385
Hardware, builder's—				
Locks			7,250	6,918
Hinges and other			24,639	8,046
All other hardware				17,785
Hoop, band or scroll.....lbs.		76,405	18,947	5,579
Machinery, machines, etc.—				
Adding and calculating machines.....No.	16	4	2,464	981
Air-compressing machinery			391	989
Cash registers.....No.	20	23	4,399	6,939
Elevators, and elevator machinery			2,205	2,003
Engines and parts of—				
Internal-combustion engines—				
Gas, stationary.....No.	179	32	15,767	2,999
Gasoline—				
Automobile.....No.	3	21	319	1,531
Marine.....No.	577	735	61,062	80,811
Stationary.....No.	75	316	8,081	37,657
Kerosene engines.....No.		296		46,545
Steam engines—				
Marine.....No.		2		1,488
Stationary.....No.	4	3	4,091	1,867
All other engines.....No.	376	30	35,541	4,023
Parts of—				
Boilers				6,483
Boiler tubes				5,586
All other			38,127	26,716
Laundry machinery			451	2,064
Metal working			5,977	7,824
Mining			24,665	6,952
Paper and pulp mill			3,402	11,667
Printing presses			2,875	15,710
Pumps and pumping machinery			11,695	16,738
Refrigerating machinery			5,446	15,762
Sewing machines			3,583	6,386
Textile machinery			3,758	1,823
Typesetting machines			9,902	461
Typewriting machines			4,370	3,901
Woodworking machinery—				
Sawmill machinery			1,461	11,263
All other			2,745	11,780
All other, and parts of			117,482	65,407
Nails and wood screws			10,138	21,923
Pipes and fittings—				
Cast.....lbs.	789,285	338,860	22,359	18,532
Wrought.....lbs.	1,347,501	212,497	59,113	14,557
Railroad spikes.....lbs.	166,806	90,316	6,797	5,044
Scales and balances			1,594	7,301
Sheets and plates—				
Iron and steel sheets, galvanized.....lbs.	293,770	411,653	11,045	31,473
Iron.....lbs.	142,042	158,336	8,739	15,521
Steel.....lbs.	740,967	52,013	23,599	3,607
Stoves and ranges, and parts of			10,429	5,160
Structural iron and steel.....tons.	93	1	7,514	56
Tinplates and manufactures of—				
Tin plates, terneplates, and taggers tin.....lbs.	253,350	445,489	14,876	46,434
All other manufactures of			9,307	6,117
Tools, n. e. s.—				
Axes.....No.	7,126	7,556	3,997	5,095
Saws			5,905	7,381
All other			30,941	40,232
Wire, and manufactures of—				
Barbed.....lbs.	7,500	2,490	313	308
All other.....lbs.	739,815	973,784	34,539	51,816
Manufactures of			22,505	28,180
All other manufactures of, iron and steel			179,172	120,813
Lamps, chandeliers, etc. (except electric)			11,176	13,262
Lead, manufactures of			24,878	31,043

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
NEWFOUNDLAND AND LABRADOR—continued.				
Leather:				
Belting			$14,243	$11,261
Patent			4,334	6,002
Sole ..... lbs.	699,298	377,479	297,447	172,627
Upper—				
Calf ..... sq. ft.	20,132	11,496	5,091	3,860
Glazed kid ..... sq. ft.	230,746	178,100	59,431	51,709
Grain and split ..... sq. ft.		21,917		4,280
All other			36,306	26,080
All other			23,624	27,022
Manufactures of—				
Boots and shoes—				
Children's ..... pairs.	54,442	49,761	41,097	44,443
Men's ..... pairs.	59,329	41,419	112,719	92,522
Women's ..... pairs.	60,319	63,232	83,806	111,105
Slippers ..... pairs.	5,628	6,165	4,763	5,785
Harness and saddles			2,331	2,448
All other			20,354	12,122
Leather, imitation			3,300	1,960
Meats and dairy products:				
Meat products—				
Beef products—				
Canned ..... lbs.	159,893	260,694	36,449	62,588
Fresh ..... lbs.	262,796	328,962	35,417	54,942
Pickled, etc ..... lbs.	6,802,524	5,506,008	834,354	894,155
Oleo oil ..... lbs.	1,761,149	1,623,929	294,394	376,382
Oleomargarine ..... lbs.	4,739		835	
Tallow ..... lbs.	1,689	385	202	76
Hog products—				
Bacon ..... lbs.	433,590	112,287	86,880	31,325
Hams and shoulders ..... lbs.	756,857	334,982	145,803	88,844
Lard ..... lbs.	523,731	223,082	91,080	53,774
Neutral lard ..... lbs.	669,649	93,038	113,256	25,695
Pork—				
Canned ..... lbs.	166,113	69,224	34,429	15,234
Fresh ..... lbs.		105,000		21,300
Pickled ..... lbs.	6,262,085	3,220,600	907,594	683,732
Lard compounds, etc ..... lbs.	101,050	54,518	14,469	11,404
Sausage—				
Canned ..... lbs.	27,771	25,267	4,209	6,167
All other ..... lbs.	36,827	22,763	5,601	3,965
Sausage casings ..... lbs.	2,730		906	
Stearin from animal fats ..... lbs.		39,487		9,296
All other meat products—				
Canned			31,736	27,759
All other			49,015	44,956
Dairy products—				
Butter ..... lbs.	125,088	1,155	48,280	545
Cheese ..... lbs.	63,030	7,549	13,719	3,083
Milk—				
Condensed ..... lbs.	118,356	246,304	12,520	34,180
All other (including cream)			204	
Mucilage and paste			9,500	5,960
Musical instruments, and parts of:				
Organs ..... No.	113	121	4,968	5,464
Pianos (except player) ..... No.	44	61	5,529	9,700
All other			612	984
Naval stores:				
Rosin ..... bbls.	793	446	5,058	3,251
Tar, turpentine, and pitch ..... bbls.	809	1,165	4,516	9,930
Turpentine, spirits of ..... galls.	4,291	9,896	2,307	5,344
Notions, n. e. s.			6,509	13,776
Oakum ..... lbs.	20,000	56,417	2,700	8,479
Oil cake and oil-cake meal ..... lbs.		304,424		8,314
Oilcloth and linoleum:				
For floors ..... sq. yds.	8,997	5,724	3,534	2,257
All other			17,934	19,721
Oils:				
Animal ..... galls.	2,031	264	1,091	270
Mineral, refined or manufactured—				
Gas and fuel ..... galls.	26,787	98,512	1,756	11,804
Gasoline ..... galls.	571,214	1,096,152	112,699	221,354
Illuminating ..... galls.	2,694,403	3,933,534	216,553	387,069
Lubricating ..... galls.	128,884	110,977	29,546	45,391
All other ..... galls.	3,020		308	

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
WFOUNDLAND AND LABRADOR—continued.				
Continued.				
etable, fixed or expressed—				
ottonseed.....lbs..	582,293	381,243	$76,657	$74,800
inseed.....galls..	17,034	22,214	15,608	28,675
ll other			5,784	29,433
s, pigments, colors, and varnishes:				
colors			5,396	3,232
ady-mixed.....galls..	30,278	26,197	44,123	43,827
ite lead.....lbs..	183,053	84,475	17,722	7,608
c, oxide of.....lbs..	90,471	17,070	10,173	2,619
other (including crayons)			15,986	24,406
r:				
gs			7,447	690
oks, maps, etc			39,842	25,905
xes and cartons			5,746	5,519
angings			11,611	8,729
inting paper.....lbs..	141,841	146,340	16,746	13,580
rapping paper.....lbs..	62,221	65,343	5,442	6,687
riting paper and envelopes			18,331	29,841
ll other paper, etc			21,561	22,900
affin.....lbs..	15,014	23,510	826	2,830
cils and pens (except slate pencils)			4,872	4,249
fumerics, cosmetics, etc			10,189	12,526
nographs, graphophones, etc			9,475	15,435
tion-picture films:				
ot exposed.....lin. ft..	1,905,470	61,000	82,203	610
xposed.....lin. ft..		947,218		24,395
ther photographic apparatus			2,427	4,998
ted ware (excepting cutlery and jewelry)			6,593	10,899
ofing felt, etc			8,875	7,000
t.....lbs..	1,232,853	6,206,919	6,010	49,089
oe findings			2,933	14,363
k, manufactures of			13,690	19,627
k, artificial manufactures of			323	8,368
ap:				
Toilet			13,427	8,863
All other.....lbs..	326,075	343,791	16,571	26,238
ices			5,896	9,226
pirits, wines, malt liquors, etc.:				
Malt liquors, in bottles.....doz. qts..	881	35	1,108	72
Spirits, distilled—				
Rum.....pf. galls..	3,986	2,330	5,617	5,405
All other.....pf. galls..	2,547	1,217	3,731	2,020
Wines.....galls..	3,153	1,189	1,804	790
All other beverages			6,343	3,318
tarch.....lbs..	34,467	30,521	1,341	2,465
tone (including marble), and manufactures of			8,142	6,840
traw and palm leaf, manufactures of			4,966	807
irup and molasses.....galls..	13,795	6,564	4,194	2,745
ugar, refined.....lbs..	8,935,002	3,442,828	548,794	245,513
Surgical appliances (not including instruments)			10,553	13,255
Suspenders and garters				12,403
Tobacco:				
Unmanufactured—Leaf.....lbs..	933,834	85,233	152,614	28,110
Manufactures of—				
Plug.....lbs..	180,299	139,916	46,952	43,656
Smoking.....lbs..	18,354	17,799	10,128	8,246
All other			4,744	6,766
Toys			6,902	9,730
Trunks, valises, etc			5,700	3,769
Vegetables:				
Beans, and dried peas.....bush..	4,161	10,809	18,365	47,062
Onions.....bush..	3,027	11,666	7,531	19,588
Pickles and sauces			15,325	23,976
Potatoes (except sweet).....bush..		7,685	2,363	9,803
Canned			34,944	40,752
All other			11,014	11,676
Wood:				
Lumber—				
Boards, planks, and scantlings—				
Oak.....M ft..	37	37	3,698	2,761
Pine—				
Yellow pitch.....M ft..	481	497	14,214	16,996
Yellow short leaf.....M ft..	117	10	5,793	383
All other.....M ft..	123	153	5,231	9,012

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
NEWFOUNDLAND AND LABRADOR—continued.				
Wood—Continued.				
Lumber—Continued.				
Shooks—Box			$4,788	$3,668
Staves No.	65,850	148,200	3,671	2,400
All other			6,536	1,329
Furniture			13,342	8,377
Hogsheads, etc., empty			4,811	3,148
All other manufactures of wood			55,375	59,904
Wool:				
Unmanufactured lbs.	9,948	559	5,036	215
Manufactures of—				
Cloths and dress goods yds.		30,279		45,721
Wearing apparel			32,107	32,462
All other			46,123	31,925
Yeast			3,936	2,984
All other articles			87,737	49,824
Total domestic exports			9,814,274	9,428,467
Total foreign exports			112,779	227,677
Total exports			9,927,053	9,656,144
WEST INDIES—BRITISH—BARBADOS.				
Animals:				
Horses No.	5	15	680	3,850
Mules No.	226	76	37,087	11,332
Brass, manufactures of			3,190	7,890
Breadstuffs:				
Bran and middlings tons.	193	162	7,692	8,332
Bread and biscuit lbs.	101,090	26,806	5,490	3,178
Corn bush.	8,868	1,904	12,559	4,206
Corn meal and corn flour bbls.	37,548	13,693	220,297	131,688
Mill feed tons.	159	17	6,271	1,097
Oatmeal lbs.	127,119	43,652	6,144	2,836
Oats bush.	35,500	8,308	23,176	7,735
Preparations of, for table food			7,438	5,457
Rice lbs.	80,900	3,025	3,069	213
Wheat flour bbls.	23,107	12,593	173,180	132,148
All other			7,846	1,788
Cars, automobiles, and other vehicles:				
Automobiles—				
Commercial No.	1	2	1,506	3,400
Passenger No.	121	58	62,364	33,198
Parts of (not including engines, etc.)			14,452	15,069
Motorcycles No.	11	14	2,204	2,763
All other and parts of			3,343	8,510
Cement, hydraulic bbls.	1,158	5,105	1,973	11,735
Chemicals, drugs, dyes, and medicines:				
Acids			787	3,264
Medicines, patent, etc			14,359	17,565
Soda, salts, and preparations of			5,718	5,852
All other			23,264	20,210
Coal:				
Anthracite tons.	357	191	3,389	2,457
Bituminous tons.	67,671	61,745	242,236	314,209
Cocoa and chocolate, prepared or manufactured (not including confectionery)			3,476	17,317
Coffee lbs.	36,430	27,854	4,272	3,310
Confectionery			5,714	8,666
Copper, manufactures of			4,933	7,612
Cotton, manufactures of:				
Cloths—				
Unbleached yds.	333,640	215,688	34,727	33,174
Bleached yds.	236,254	249,590	23,660	34,771
Printed yds.	276,345	438,736	22,911	45,516
Dyed in the piece yds.	32,988	252,051	3,471	37,318
All other yds.	615,189	258,834	64,163	37,809
Wearing apparel—				
Corsets			5,465	4,276
Knit goods			21,959	28,043
All other			19,103	13,293
All other			16,245	22,543
Electric machinery, appliances, etc			12,283	16,681

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
EST INDIES—BRITISH—BARBADOS—continued.				
rs, vegetable, manufactures of:				
rdage.....lbs..	17,997	16,671	$3,601	$4,860
rine (except binder).....			3,614	2,157
l other manufactures of.....			521	4,148
:				
imon, canned.....lbs..	73,610	97,722	8,643	18,121
l other fish and fish products.....			5,206	6,708
ts and nuts.....			5,327	9,954
s and glassware.....			5,750	9,668
sehold and personal effects.....			5,319	4,250
a rubber, manufactures of:				
res for automobiles.....			15,666	19,391
l other manufactures of.....			6,657	10,002
and steel:				
ar iron.....lbs..	30,148	66,103	1,475	4,096
ars or rods of steel.....lbs..		58,201		2,527
olts, nuts, rivets, and washers.....lbs..	16,595	19,061	1,573	1,923
utlery.....			716	1,815
namel ware.....			2,808	4,925
ardware, builders'.....			5,196	4,431
loop, band, and scroll iron.....lbs..	557,806	1,467,778	18,239	93,966
lachinery, machines, and parts of—				
Engines and parts of.....			14,613	14,739
Pumps and pumping machinery.....			9,695	14,173
Refrigerating machinery.....			13,934	1,521
Sewing machines.....			5,385	3,452
Sugar-mill machinery.....			2,110	97,065
All other.....			23,931	12,688
Nails and wood screws—				
Cut nails.....lbs..	4,190	55,651	158	3,000
Wire.....lbs..	221,562	50,739	9,851	2,909
Wood screws.....				624
All other (including tacks).....lbs..	37,758	79,447	2,263	5,563
Iron and steel sheets, galvanized.....lbs..	304,090	213,356	16,045	21,091
Pipes and fittings—				
Cast.....lbs..	10,943	49,597	594	5,181
Wrought.....lbs..	22,951	230,199	1,353	29,089
Rails for railways, steel.....tons..	270	2	11,026	110
Stoves and ranges.....			2,573	2,578
Structural iron and steel.....tons..	1	122	259	16,857
Tools, n. e. s.....			2,584	5,522
Wire, and manufactures of.....			6,472	6,658
All other manufactures of.....			37,997	40,034
amps (except electric).....			4,010	3,081
eather:				
Belting.....			1,852	3,878
Sole.....lbs..	7,822	180	4,312	105
Upper—				
Goat and kid.....sq. ft..		4,085		1,353
All other upper.....			2,424	1,432
All other.....			1,950	2,383
Manufactures of—				
Boots and shoes—				
Children's.....pairs..	8,014	9,994	6,777	9,423
Men's.....pairs..	22,705	18,482	34,056	37,352
Women's.....pairs..	27,463	28,004	30,329	35,813
All other.....			3,893	2,358
Matches.....			3,659	4,262
Meat and dairy products:				
Meat products—				
Beef products—				
Beef, canned.....lbs..	4,624	11,863	1,234	2,373
Beef, pickled, etc.....lbs..	404,950	248,625	47,669	40,579
Oleomargarine.....lbs..	322,718	174,084	48,898	39,353
All other.....lbs..	27,674	21,308	3,149	3,967
Hog products—				
Bacon.....lbs..	25,721	30,311	5,298	7,193
Hams and shoulders.....lbs..	70,389	44,792	13,336	13,463
Lard.....lbs..	69,220	31,290	12,509	8,555
Pork, pickled.....lbs..	514,987	344,140	67,601	58,608
Lard, compounds, etc.....lbs..	85,809	34,884	13,182	8,467
All other.....			44,589	72,696

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
WEST INDIES—BRITISH—BARBADOS—continued.				
Meat and dairy products—Continued.				
Dairy products—				
Butter.....lbs..	19,442	71,797	$7,231	$29,204
Cheese.....lbs..	2,674	9,213	615	3,348
Milk, condensed.....lbs..	119,103	99,270	13,148	16,270
All other.....	.....	.....	4	.....
Musical instruments, and parts of.....	.....	.....	5,904	6,031
Naval stores.....	.....	.....	2,641	3,000
Notions, n. e. s.....	.....	.....	2,085	5,151
Oakum.....lbs..	24,500	15,650	3,021	2,086
Oil cake and oil-cake meal:				
Cottonseed meal.....lbs..	808,825	279,375	19,164	8,065
Linseed or flaxseed.....lbs..	2,377,032	2,921,811	52,630	84,797
All other.....lbs..	664,500	623,595	14,514	17,750
Oils:				
Mineral—				
Gasoline.....galls..	47,539	27,456	12,741	8,220
Illuminating.....galls..	539,353	454,612	60,847	81,268
Lubricating.....galls..	34,456	41,231	10,595	13,745
All other.....galls..	11,465	46,393	1,421	5,385
Vegetable—Fixed or expressed—				
Corn.....lbs..	234,660	.....	30,409	.....
Cottonseed.....lbs..	88,370	1,605	10,506	328
Linseed.....lbs..	3,132	10,716	2,532	14,689
All other.....	.....	.....	523	220
Paints, pigments, colors, and varnishes.....	.....	.....	10,072	18,176
Paper:				
Bags.....	.....	.....	5,215	4,319
Books, maps, etc.....	.....	.....	2,797	2,697
Printing paper.....lbs..	58,905	93,040	4,272	5,562
Wrapping paper.....lbs..	409,857	228,658	20,874	12,892
Writing paper and envelopes.....	.....	.....	1,823	5,461
All other.....	.....	.....	5,243	2,785
Perfumery, cosmetics, etc.....	.....	.....	8,632	8,827
Photographic goods:				
Motion picture films, exposed.....lin. ft..	.....	230,000	.....	2,637
Seeds, cotton.....lbs..	200,057	701,049	3,580	15,300
Silk, manufactures of.....	.....	.....	2,242	8,749
Soap:				
Toilet.....	.....	.....	2,694	2,536
All other.....lbs..	107,616	9,866	5,460	747
Spirits, wines, malt liquors, etc.:				
Malt liquors—in bottles.....doz. qts..	10,656	10,049	13,612	15,938
All other.....	.....	.....	3,372	4,868
Sugar, refined.....lbs..	269,563	30,722	15,560	2,790
Tobacco:				
Unmanufactured—Leaf.....lbs..	37,393	43,983	4,875	8,574
Manufactures of—				
Plug.....lbs..	23,077	25,884	5,840	7,942
All other.....	.....	.....	2,791	4,649
Trunks and valises.....	.....	.....	4,551	1,553
Vegetables:				
Potatoes (except sweet).....bush..	4,313	4,715	5,219	7,206
All other.....	.....	.....	3,607	10,243
Wood:				
Lumber—				
Boards, joists, etc.—				
Pine, yellow—Pitch.....M ft..	2,223	1,348	45,822	39,762
All other.....M ft..	11	16	550	1,445
Railroad ties.....No..	7,004	.....	3,082	.....
Shooks—				
Box.....	.....	.....	3,244	.....
All other.....No..	18,149	57,816	23,074	109,061
Staves.....No..	1,391,166	1,007,830	85,352	56,219
All other.....	.....	.....	504	175
Furniture.....	.....	.....	3,803	3,064
Hogsheads and barrels, empty.....	.....	.....	2,475	20,142
All other.....	.....	.....	4,619	3,697
Wool, manufactures of.....	.....	.....	3,875	4,610
All other articles.....	.....	.....	40,093	51,345
Total domestic exports.....	.....	.....	2,332,747	2,656,461
Total foreign exports.....	.....	.....	12,424	44,695
Total exports.....	.....	.....	2,345,171	2,701,156

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
WEST INDIES—BRITISH—JAMAICA.				
ultural implements:				
ws and cultivators			$5,067	$8,486
other			1,869	23,111
als (including fowls)			186	1,300
stos, manufactures of			9,239	3,562
tic and sporting goods			5,028	18,362
ting (including shoe paste)			7,071	9,029
, manufactures of			9,501	7,172
dstuffs:				
an.....tons..	142	34	5,245	1,694
ead and biscuit.....lbs..	472,329	38,320	33,738	4,746
rn.....bush..	131,319	15,960	144,660	32,076
rn meal and corn flour.....bbls..	72,106	23,669	379,889	222,993
tmeal.....lbs..	126,651	125,131	6,213	8,402
ts.....bush..	21,610	2,644	15,285	3,173
eparations of, for table food			24,001	17,200
ice.....lbs..	2,247,910	206,754	92,015	12,099
ye flour.....bbls..		1		8
heat.....bush..	2,079		4,212	
heat flour.....bbls..	202,838	91,332	1,683,899	1,007,302
ll other			1,669	1,128
shes			4,142	4,752
tons, and parts of			7,212	1,812
, automobiles, and other vehicles:				
utomobiles—				
Commercial.....No..	6	10	8,285	6,775
Passenger.....No..	335	236	202,375	149,673
Parts of			54,854	65,429
ars—				
For steam railways			3,177	
For other railways			3,586	
Motor cycles.....No..	32	30	4,672	5,327
ll other			22,959	19,582
lluloid, and manufactures of			2,124	673
ment, hydraulic.....bbls..	33,970	34,186	60,766	78,995
emicals, drugs, dyes, and medicines:				
Acids, sulphuric and other			4,698	15,547
Calcium carbide.....lbs..	92,955	24,134	3,545	1,141
Medicinal and pharmaceutical preparations			52,191	62,946
Petroleum jelly			9,240	8,626
Soda, salts, and preparations of			24,390	34,721
All other			90,635	54,675
ocks and watches, and parts of			4,591	3,345
al, bituminous.....tons..	77,743	34,267	372,480	164,440
coa and chocolate, prepared or manufactured (not including confectionery)			1,571	11,503
nfectionery			12,556	25,243
opper, manufactures of:				
Plates and sheets.....lbs..	14,628	34,190	5,492	12,521
All other			18,424	18,089
ork, manufactures of			3,775	4,339
otton, manufactures of:				
Cloths—				
Unbleached.....yds..	2,627,112	3,470,308	163,510	325,867
Bleached.....yds..	1,031,064	1,460,886	73,205	174,451
Colored—				
Printed.....yds..	1,310,520	4,169,860	92,912	417,888
Dyed in the piece.....yds..	110,427	2,642,889	10,963	337,356
All other.....yds..	2,482,597	2,127,102	222,156	296,144
Laces and embroideries			5,715	9,493
Mill waste.....lbs..	32,999	20,196	3,156	2,532
Wearing apparel—				
Corsets			7,040	7,879
Knit goods			71,948	108,172
All other			100,544	87,231
All other			66,291	83,261
Dental goods			4,202	1,562
Earthen, stone, and china ware:				
Chinaware			4,665	1,359
Earthenware			4,227	5,552
All other			4,832	3,111
Electrical machinery, appliances, and instruments:				
Batteries			5,471	8,478
Insulated wire and cables			6,613	9,729
Lamps, incandescent.....No..	10,737	16,679	1,750	4,348

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
WEST INDIES—BRITISH—JAMAICA—continued.				
Electrical machinery, etc.—Continued.				
Motors			$3,643	$9,218
Telephones			1,223	6,067
All other			20,505	34,217
Explosives:				
Cartridges, loaded			3,265	1,319
Dynamite lbs.	24,200		3,855	
All other			5,168	5,709
Fertilizers tons.	330	242	13,894	7,576
Fibers, vegetable, manufactures of:				
Bags			48,284	31,610
Cordage lbs.	85,622	65,413	14,949	19,072
Twine (except binder)			10,019	8,412
All other			6,812	5,004
Fish:				
Dried, smoked, or cured—				
Cod, haddock, etc. lbs.	70,429	143,412	5,539	15,443
Herring lbs.	324,142	105,813	20,660	9,945
Pickled bbls.	733	797	5,792	6,508
Salmon—				
Canned lbs.		86,503	18,347	14,170
Other			908	139
All other canned fish (except shellfish)			43,932	25,507
Shellfish			17,546	5,344
All other fish and fish products			983	5,425
Flavoring extracts and fruit juices			5,105	9,481
Fruits and nuts:				
Fruits—				
Green, ripe, or dried—				
Apples bbls.	881	507	3,990	2,780
All other			14,117	15,307
Prepared or preserved—				
Canned			5,626	12,096
All other			7,141	2,045
Nuts—				
Peanuts lbs.	106,729	18,377	5,203	2,145
All other			1,004	1,544
Furniture of metal			4,717	3,242
Glass and glassware:				
Bottles, vials, etc.			5,646	4,046
Window glass box, 50 sq. ft.	1,430	1,465	7,678	7,742
All other			27,486	20,786
Grease:				
Lubricating			10,994	10,445
All other			951	109
Hats, and materials for			2,282	7,434
Household and personal effects			6,849	3,962
India rubber, manufactures of:				
Belting, hose, etc.			5,950	7,020
Tires—				
For automobiles			109,048	109,097
All other			10,587	12,116
All other manufactures of			15,441	14,950
Ink			3,628	4,706
Iron and steel:				
Bar iron lbs.	233,729	243,200	6,670	7,713
Steel bars or rods lbs.	610,083	76,370	17,193	4,579
Bolts, nuts, rivets, etc. lbs.	105,756	152,665	6,258	11,566
Car wheels and axles				2,690
Chains				3,051
Cutlery			9,127	13,390
Enamel ware			20,555	27,585
Fire arms			12,065	1,287
Hardware—Builders'			16,883	6,038
All other				5,330
Hoop and band, etc. lbs.	179,145	155,288	7,469	5,749
Horseshoes lbs.	115,340	24,920	6,100	1,905
Machinery, machines, and parts of—				
Cash registers and parts of			960	1,690
Engines, and parts of—				
Internal combustion engines, gasoline No.	29	7	3,052	3,014
Steam engines—				
Locomotives No.	3	3	22,900	18,750
All other No.	3	5	4,280	548
All other, and parts of			33,801	14,426

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
WEST INDIES—BRITISH—JAMAICA—continued.				
Iron and steel—Continued.				
Machinery, etc.—Continued.				
Metal working			$3,538	$7,038
Printing presses			5,802	7,877
Pumps and pumping machinery			8,184	13,807
Sewing machines			13,158	20,043
Sugar mill			19,978	31,485
Typewriting			9,992	7,406
All other, and parts of			42,189	38,115
Nails and wood screws—				
Cut nails	lbs.	12,200	456	1,184
Wire nails	lbs.	667,725	25,800	48,184
Wood screws				1,197
All other (including tacks)	lbs.	220,982	11,800	12,034
Nuts and fittings	lbs.	146,155	6,571	10,331
Railway track material—				
Railroad spikes	lbs.	16,510	740	7,820
Steel rails	tons.	553	27,983	34,472
Switches, frogs, etc.			5,781	3,371
Ties	No.	43	1,404	391
Scales and balances			6,618	13,091
Sheets and plates—				
Galvanized iron and steel	lbs.	766,080	39,457	19,678
Steel sheets	lbs.	158,373	6,565	912
All other	lbs.	57,882	67,145	2,824	5,538
Stoves and ranges, and parts of			5,299	10,229
Structural iron and steel	tons.	111	80	7,479	6,985
Tin plates and manufactures of—				
Tin plates, terneplates, and taggers tin	lbs.	187,417	130,593	10,022	11,582
All other manufactures of				16,284	18,450
Tools, n. e. s.—				
Axes	No.	7,249	576	3,975	449
Files and rasps					18,976
Saws				2,715	3,115
All other				34,891	16,061
Wire and manufactures of—					
Barbed	lbs.	361,124	234,246	15,369	13,357
All other	lbs.	84,777	60,265	3,906	5,725
Manufactures of—					
Woven-wire fencing				5,598	6,900
All other				16,044	17,353
All other manufactures of				110,382	55,095
Lamps (except electric)				26,449	8,841
Lead, manufactures of				3,997	4,459
Leather:					
Belting				5,654	3,145
Upper				11,770	16,844
All other				7,503	7,575
Manufactures of—					
Boots and shoes—					
Children's	pairs.	39,791	30,665	34,643	28,773
Men's	pairs.	103,703	65,791	174,948	130,875
Women's	pairs.	109,404	114,179	126,360	164,748
Harness and saddles				10,135	5,104
All other manufactures of				13,885	7,178
Meat and dairy products:					
Meat products—					
Beef products—					
Beef, canned	lbs.	12,706	6,593	2,288	1,936
Beef, fresh	lbs.	9,458		1,246	
Beef, pickled, etc.	lbs.	257,306	130,948	31,883	22,179
Oleo oil	lbs.	800	600	110	90
Oleomargarine	lbs.	302,008	174,953	45,693	37,896
All other	lbs.	13,380	4,768	1,885	958
Hog products—					
Bacon	lbs.	118,268	69,564	20,431	18,562
Hams and shoulders	lbs.	138,670	121,783	30,415	38,770
Lard	lbs.	88,441	119,488	14,708	30,116
Pork—					
Canned	lbs.	1,195	967	211	201
Fresh	lbs.	9,300	10,000	1,437	2,500
Pickled	lbs.	711,300	211,600	94,001	46,333
Lard compounds	lbs.	265,307	122,032	40,686	28,897

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
WEST INDIES—BRITISH—JAMAICA—continued.				
Meat and dairy products—Continued.				
Meat products—Continued.				
Sausage—				
Canned....lbs..	3,487	13,687	$654	$4,881
All other....lbs..	5,265	17,635	959	5,334
Stearin from animal fats....lbs..	.....	44,000	.....	10,395
All other meat products	.....	.....	17,158	18,005
Dairy products—				
Butter....lbs..	126,344	58,277	46,321	26,367
Cheese....lbs..	129,085	105,095	30,564	29,273
Milk—				
Condensed....lbs..	754,348	645,588	99,823	107,436
All other (including cream)	.....	.....	187	28
Musical instruments, and parts of:				
Pianos (except player pianos)....No..	55	59	8,635	8,090
All other, and parts of	.....	.....	3,356	4,239
Naval stores:				
Turpentine, spirits of....galls..	6,304	5,715	3,639	3,197
All other	.....	.....	1,770	1,445
Notions, n. e. s.	.....	.....	10,777	15,486
Oilcloth and linoleum	.....	.....	5,365	7,342
Oils:				
Mineral—Refined or manufactured—				
Fuel and gas....galls..	6,412	4,626,449	543	129,875
Gasoline....galls..	510,307	529,581	105,768	131,584
Illuminating....galls..	1,193,894	1,231,044	139,011	185,727
Lubricating....galls..	125,583	119,568	43,362	45,358
Vegetable—fixed or expressed—				
Corn....lbs..	1,107,848	23,320	120,137	3,928
Cottonseed....lbs..	577,984	390,179	73,625	82,808
Linseed or flaxseed....galls..	6,371	22,609	5,986	31,980
All other	.....	.....	27,348	4,633
Paints, pigments, colors, and varnishes:				
Ready-mixed....galls..	5,549	2,418	8,763	4,325
White lead....lbs..	31,864	26,001	3,093	2,787
All other (including crayons)	.....	.....	30,615	30,664
Paper, and manufactures of:				
Bags	.....	.....	5,228	2,662
Books, maps, etc.	.....	.....	22,349	20,875
Boxes and cartons	.....	.....	34,341	23,286
Paper board, etc	.....	.....	4,712	12,030
Printing paper—				
News-print....lbs..	1,036,191	1,796,567	28,470	64,401
All other....lbs..	307,934	89,100	23,983	8,336
Wrapping paper....lbs..	261,331	955,405	16,979	51,344
Writing paper, etc	.....	.....	26,702	31,864
All other	.....	.....	22,949	18,163
Pencils and pencil leads	.....	.....	4,345	6,076
Perfumery and cosmetics	.....	.....	26,851	41,920
Phonographs, graphophones, and records for	.....	.....	5,624	5,878
Photographic goods:				
Motion-picture films—				
Not exposed....lin. ft..	.....	176,849	.....	4,955
Exposed....lin. ft..	527,223	563,200	22,210	32,005
Other sensitized goods	.....	.....	7,291	3,952
All other	.....	.....	1,788	2,310
Plated ware	.....	.....	1,835	3,653
Roofing felt	.....	.....	3,881	10,751
Salt....lbs..	897,760	130,820	3,157	598
Shoe findings	.....	.....	2,798	4,491
Silk, manufactures of	.....	.....	12,602	10,300
Silk, artificial manufactures of	.....	.....	95	3,688
Soap:				
Toilet	.....	.....	17,387	20,676
All other....lbs..	266,832	328,124	13,092	23,745
Spirits, wines, malt liquors, etc.:				
Malt liquors—				
In bottles....doz. qts..	58,131	18,817	77,785	27,409
Other	.....	.....	354	580
Spirits, distilled....pf. galls..	1,950	1,729	2,127	2,337
Wines....galls..	3,945	8,702	2,539	6,628
Other beverages	.....	.....	4,016	5,691
Starch....lbs..	11,543	45,303	615	4,281
Stone (including marble), and manufactures of	.....	.....	7,285	13,407
Straw and palm leaf, manufactures of	.....	.....	3,400	477

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
WEST INDIES—BRITISH—JAMAICA—continued.				
and molasses:				
asses.....galls..	20,000	15,000	$4,793	$3,905
ar, refined.....lbs..	756,815	59,493	46,305	5,103
nders and garters.....	.....	.....	.....	7,472
cco:				
manufactured—Leaf.....lbs..	20,762	4,227	4,684	3,016
nufactures of—				
igarettes.....M..	14,220	14,762	23,676	25,473
ll other.....	.....	.....	1,187	2,957
.....	.....	.....	5,437	5,020
ks and valises.....	.....	.....	8,851	3,241
tables:				
ans and peas (dried).....bush..	3,585	581	19,071	4,047
ions.....bush..	3,960	3,565	9,746	7,402
ckles and sauces.....	.....	.....	2,492	3,754
tatoes (except sweet).....bush..	15,059	8,081	24,503	12,719
nned.....	.....	.....	7,564	3,441
l other.....	.....	.....	2,171	838
negar.....galls..	10,987	11,006	1,403	2,075
od:				
umber—Boards, planks, and scantlings—				
Pine—				
White.....M ft..	146	143	5,447	5,838
Yellow—Pitch.....M ft..	7,534	5,170	185,872	195,472
All other boards, etc.....M ft..	93	25	3,129	968
Shingles.....M..	847	226	7,597	2,674
Shooks—				
Box.....	.....	.....	29,415	34,569
All other.....No..	56,640	56,526	143,178	134,736
All other lumber.....	.....	.....	3,399	825
Furniture.....	.....	.....	19,773	12,217
Hogsheads and barrels, empty.....	.....	.....	34,096	5,091
All other, manufactures of.....	.....	.....	32,768	32,284
Wool, manufactures of.....	.....	.....	7,108	8,752
All other articles.....	.....	.....	46,228	47,573
Total domestic exports.....	.....	.....	7,966,886	7,628,361
Total foreign exports.....	.....	.....	107,888	205,735
Total exports.....	.....	.....	8,074,774	7,834,096
WEST INDIES—BRITISH—TRINIDAD AND TOBAGO.				
Agricultural implements.....	.....	.....	5,807	17,152
Animals:				
Mules.....No..	281	189	54,436	33,490
All other (including fowls).....	.....	.....	6,358	5,290
Asbestos, manufactures of.....	.....	.....	5,043	6,923
Athletic and sporting goods.....	.....	.....	3,849	8,710
Blacking (including shoe paste, etc.).....	.....	.....	3,841	4,930
Brass, manufactures of.....	.....	.....	19,143	36,711
Breadstuffs:				
Bran and middling.....tons..	222	44	9,512	2,178
Bread and biscuit.....lbs..	403,720	320,195	29,726	30,771
Corn meal and corn flour.....bbls..	10,481	1,930	59,807	18,741
Mill feed.....tons..	64	40	2,645	2,019
Oats.....bush..	50,680	26,011	33,235	22,105
Preparations of, for table food.....	.....	.....	11,712	11,773
Rice.....lbs..	1,204,589	53,124	58,276	3,298
Wheat flour.....bbls..	58,303	31,645	432,957	354,308
All other.....	.....	.....	6,602	5,905
Brushes.....	.....	.....	4,362	6,395
Candles.....lbs..	135,031	126,041	14,530	23,499
Cars, automobiles, and other vehicles:				
Automobiles and parts of—				
Commercial.....No..	2	14	5,722	18,361
Passenger.....No..	204	161	112,014	100,571
Parts of (not including engines, etc.).....	.....	.....	44,060	55,794
Cars for railways.....	.....	.....	32,650	.....
Motorcycles.....No..	26	14	5,318	2,452
All other.....	.....	.....	10,100	20,047
Cement, hydraulic.....bbls..	51,604	35,465	80,373	81,355

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
WEST INDIES—BRITISH—TRINIDAD AND TOBAGO—continued.				
Chemicals, drugs, dyes, and medicines:				
Acids—				
Sulphuric.....lbs..	260,579	227,711	$8,432	$7,963
All other			5,185	2,578
Calcium carbide.....lbs..	125,658	132,008	5,378	6,883
Infants' food				4,541
Medicinal and pharmaceutical preparations			34,755	50,475
Petroleum jelly, etc			3,008	4,633
Soda, salts, and preparations of			23,923	6,186
Sulphur or brimstone.....tons..	62	172	2,777	11,249
All other			104,407	55,965
Clocks and watches, and parts of			4,567	5,836
Coal and coke:				
Coal—Bituminous.....tons..	32,252	28,989	114,401	148,275
All other.....tons..	477	42	2,931	813
Cocoa and chocolate, prepared or manufactured (not including confectionery)			5,780	33,129
Confectionery			15,107	14,656
Copper:				
Plates and sheets.....lbs..	26,259	20,757	10,270	7,802
All other			7,688	11,590
Cotton, manufactures of:				
Cloth—				
Unbleached.....yds..	426,034	126,066	44,510	24,679
Bleached.....yds..	518,460	636,910	42,631	87,691
Colored—				
Printed.....yds..	1,557,921	1,736,295	99,694	174,181
Dyed in the piece.....yds..	235,907	786,859	21,586	120,559
All other.....yds..	1,947,521	971,222	209,686	143,402
Mill waste.....lbs..	29,415	43,672	3,384	5,077
Wearing apparel—				
Corsets			7,226	10,976
Knit goods			79,830	91,160
All other			64,234	45,150
All other			43,766	56,879
Dental goods			3,064	2,559
Earthen, stone, and china ware:				
Bricks.....M..	343	140	6,903	4,298
All other			5,742	5,309
Electrical machinery, appliances, and instruments:				
Batteries			2,963	6,100
Dynamos or generators			3,618	2,992
Insulated wire and cables			8,281	11,167
Lamps—Incandescent.....No..	21,675	22,545	4,135	6,300
Motors			2,620	4,739
Telephones			1,749	3,696
All other			19,818	27,214
Explosives:				
Cartridges, loaded			6,571	7,352
All other			2,664	2,453
Fibers, vegetable, manufactures of:				
Bags			43,883	95,893
Cordage.....lbs..	255,646	217,299	38,071	52,180
Twine			17,006	12,002
All other			4,912	4,957
Fire extinguishers			3,793	2,909
Fish:				
Dried, smoked, or cured.....lbs..	144,746	56,480	10,654	5,909
Salmon, canned.....lbs..	134,832	372,420	18,230	61,443
Canned fish (except salmon and shellfish)			12,605	11,754
All other fish and fish products			7,728	3,663
Flavoring extracts and fruit juices			964	4,077
Fruits and nuts:				
Fruits—				
Green, ripe, or dried			8,672	15,217
Prepared or preserved and canned			5,848	11,970
Nuts			3,233	3,655
Furniture of metal			15,516	12,413
Glass and glassware:				
Bottles, vials, demijohns, etc			10,030	19,537
Cylinder, crown, and common window glass, box, 50 sq. ft	738	908	3,845	5,742
All other			31,168	29,156
Gold and silver, manufactures of (including jewelry)			4,609	6,592

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
IT INDIES—BRITISH—TRINIDAD AND TOBAGO—continued.				
e			$8,710	$8,769
and materials for				8,931
ehold and personal effects.....tons..	93	46	2,351	1,179
rubber, manufactures of:			1,668	915
iting, hose, and packing			9,517	19,018
ots and shoes.....pairs..	11,968	3,377	7,094	2,762
es—				
For automobiles			45,654	105,373
All other			2,723	2,613
l other manufactures of			17,051	13,468
				8,767
and steel:				
g iron.....tons..		40		2,400
ar iron.....lbs..	260,497	371,195	10,990	17,931
ars or rods of steel.....lbs..	356,980	550,235	15,147	26,369
olts, nuts, rivets, washers.....lbs..	157,898	194,519	9,495	20,289
ar wheels and axles			406	2,157
astings, n. e. s			6,079	4,705
hains				9,528
utlery			10,060	7,681
namel ware			22,031	17,117
irearms			3,637	3,683
Hardware—Builders'			20,852	12,064
Other hardware				10,693
Hoop, band, and scroll iron, etc.....lbs..	226,475	713,636	7,229	39,811
Machinery, machine, and parts of—				
Adding and calculating machines.....No..	12	31	2,439	1,239
Air-compressing machinery			1,010	9,076
Cash registers.....No..	65	49	8,280	9,100
Concrete mixers				2,587
Elevators and elevator machinery			5,991	887
Engines, and parts of—				
Internal combustion engines—				
Gas—Stationary.....No..	5	2	724	1,260
Gasoline—				
Marine.....No..	11	20	1,028	2,400
Stationary.....No..	5	5	1,547	1,965
Traction and caterpillar.....No..		1		1,632
Steam engines—				
Locomotives.....No..		3		22,700
Stationary.....No..	7	4	3,158	3,750
Traction and caterpillar.....No..		1		2,068
All other.....No..	62	8	13,042	6,100
Parts of			33,815	54,160
Metal-working machinery			6,779	12,702
Mining machinery—				
Oil-well machinery			72,038	132,504
All other			2,450	3,706
Printing presses			5,802	215
Pumps and pumping machinery			24,403	68,636
Sewing machines			27,099	31,713
Sugar-mill machinery			22,086	69,692
Typesetting machines			34	6,367
Typewriting machines			7,535	12,396
All other, and parts of			47,666	49,432
Nails and wood screws (including tacks)			8,588	19,454
Pipes and fittings—				
Cast.....lbs..	954,344	1,527,288	40,239	105,343
Wrought.....lbs..	4,498,612	2,411,371	175,538	247,074
Railway track material,—				
Railroad spikes.....lbs..	8,157	107,292	318	7,124
Rails of steel.....tons..	657	743	27,888	50,562
Switches, frogs, etc			17,994	10,602
Scales and balances			3,043	8,123
Sheets and plates—				
Iron—				
Galvanized.....lbs..	1,434,966	668,531	69,800	49,673
All other.....lbs..	81,186	201,022	8,273	18,753
Steel—				
Plates.....lbs..	338,558	14,784	11,458	1,132
Sheets.....lbs..	98,263	29,098	5,294	2,658
Ship and tank plates.....lbs..		82,002		7,996
Stoves and ranges, and parts of			3,434	5,233
Structural iron and steel.....tons..	122	202	12,966	29,581

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
WEST INDIES—BRITISH—TRINIDAD AND TOBAGO—continued.				
Iron and steel—Continued.				
Tin plates, and manufactures of—				
Tin plates, terneplates, and taggers tin.....lbs..	119,487	98,651	$7,626	$6,256
All other manufactures of.....	.....	.....	10,599	7,455
Tools, n. e. s.....	.....	.....	23,420	40,555
Wire and manufactures of—				
Wire.....lbs..	107,732	91,325	5,656	6,545
Manufactures of.....	.....	.....	18,372	25,484
All other manufactures of.....	.....	.....	153,307	138,566
Lamps, chandeliers, etc. (except electric).....	.....	.....	14,960	11,999
Lead, and manufactures of.....	.....	.....	6,675	4,857
Leather:				
Belting.....	.....	.....	6,085	7,819
Upper—				
Calf.....sq. ft..	6,583	2,522	3,152	980
Kid.....sq. ft..	47,291	19,979	15,582	9,178
All other.....	.....	.....	6,731	5,894
All other.....	.....	.....	5,783	6,889
Manufactures of—				
Boots and shoes—				
Children's.....pairs..	33,017	31,356	29,098	34,822
Men's.....pairs..	61,662	47,576	99,342	89,599
Women's.....pairs..	67,387	64,570	80,263	89,881
Harness and saddles.....	.....	.....	4,671	6,125
All other manufactures.....	.....	.....	11,646	3,715
Malt.....bush..	5,192	1,765	8,407	3,470
Matches.....	.....	.....	415	14,658
Meat and dairy products:				
Meat products—				
Beef products—				
Beef, canned.....lbs..	20,164	13,646	4,600	4,779
Beef, pickled, and other cured.....lbs..	621,338	511,600	81,798	84,840
Oleomargine, imitation butter.....lbs..	39,800	51,400	5,674	11,401
Tallow.....lbs..	65,259	25,528	8,944	5,022
All other beef products.....lbs..	8,593	10,290	990	2,040
Hog products—				
Bacon.....lbs..	139,551	14,991	19,451	4,628
Ham and shoulders, cured.....lbs..	203,438	186,514	40,125	54,365
Lard.....lbs..	82,953	73,376	14,444	16,039
Pork, pickled.....lbs..	1,487,299	384,300	222,851	84,640
Lard compounds and other substitutes for lard .....lbs..	2,711,299	1,162,621	385,387	273,094
Mutton.....lbs..	4,624	5,377	844	1,205
Sausage—				
Canned.....lbs..	18,868	9,369	4,851	3,376
All other.....lbs..	30,628	14,668	7,634	4,900
All other meat products—				
Canned.....	.....	.....	5,893	5,450
All other.....	.....	.....	93,535	192,166
Stearin from animal fats.....lbs..	5,550	104,438	743	25,139
Dairy products—				
Butter.....lbs..	89,198	206,226	28,576	60,226
Cheese.....lbs..	127,277	79,643	29,561	21,573
Milk—condensed.....lbs..	1,025,593	1,111,646	112,210	160,114
Musical instruments, and parts of:				
Pianos—				
Player pianos.....No..	27	15	6,171	3,861
All other.....No..	46	77	6,367	12,808
All other, and parts of.....	.....	.....	2,337	4,959
Naval stores:				
Turpentine, spirits of.....galls..	6,914	5,382	3,659	2,697
All other.....	.....	.....	3,693	5,005
Notions, n. e. s.....	.....	.....	5,184	12,485
Oil cake and oil-cake meal:				
Cottonseed meal.....lbs..	839,125	440,650	19,004	13,093
Linseed or flaxseed.....lbs..	3,381,240	5,118,319	76,028	134,357
All other.....lbs..	553,325	862,020	13,712	22,468
Oilcloth and linoleum.....	.....	.....	6,548	7,368
Oils:				
Mineral—				
Illuminating.....galls..	972,031	429,967	132,759	76,230
Lubricating and heavy paraffin.....galls..	125,029	244,546	46,125	78,825
Naphthas—Gasoline.....galls..	13,871	25,250	4,420	5,377

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
WEST INDIES—BRITISH—TRINIDAD AND TOBAGO—continued				
Oils—Continued.				
Vegetable—Fixed or expressed—				
Corn.....lbs..	130,636	30,125	$18,236	$5,308
Cottonseed.....lbs..	167,843	60,821	25,475	13,395
Linseed or flaxseed.....galls..	6,273	8,049	5,688	11,147
All other			2,743	3,733
Paints, pigments, colors, and varnishes:				
Ready-mixed paints.....galls..	3,453	2,384	5,560	5,408
Varnish.....galls..	3,692	2,448	4,398	3,928
All other (including crayons)			10,067	16,399
Paper:				
Bags			15,286	15,594
Books, music, maps, engravings, etc			18,810	20,835
Boxes and cartons			10,470	9,189
Paper board and strawboard			2,160	7,322
Printing paper—				
News print.....lbs..	502,315	392,639	16,982	14,991
All other.....lbs..	208,393	78,911	10,785	4,136
Wrapping paper.....lbs..	167,049	496,950	8,980	27,712
Writing paper			10,243	14,915
All other			18,344	15,740
Perfumeries, cosmetics, etc			19,438	20,390
Phonographs, graphophones, etc., and records, and materials for:				
Phonographs, graphophones, etc.....No..	214	163	7,002	5,412
Records, and materials for			7,089	4,946
Photographic goods:				
Motion-picture films.....lin. ft..	279,712	548,099	6,225	20,528
All other			8,963	5,154
Plated ware (except cutlery and jewelry)			6,703	6,165
Roofing felt and similar materials			8,164	11,823
Silk, manufactures of			9,293	14,523
Soap:				
Toilet or fancy			9,246	7,237
All other.....lbs..	474,875	115,628	23,175	8,786
Spices			2,728	4,440
Spirit wines, malt liquors, and other beverages:				
Malt liquors—In bottles.....doz. qts..	47,532	53,284	62,964	77,283
Distilled spirits.....pf. galls..	3,491	4,155	6,721	9,460
Wines.....galls..	9,542	9,504	5,345	5,491
All other			2,288	2,525
Stearin vegetable.....lbs..		22,000		5,128
Stone, and manufactures of			2,512	4,066
Sugar, refined.....lbs..	561,875	93,953	37,664	7,249
Suspenders and garters				5,767
Tobacco:				
Unmanufactured—Leaf.....lbs..	594,055	458,520	85,386	107,740
Manufactures of—				
Smoking.....lbs..	9,311	13,538	3,440	4,717
All other			735	4,106
Toys			7,325	7,538
Trunks, valises, and traveling bags			3,862	4,149
Vegetables:				
Beans and dried peas.....bush..	2,118	3,709	10,659	17,872
Onions.....bush..	236	14,047	530	25,088
Potatoes (except sweet potatoes).....bush..	16,485	24,333	16,956	31,616
Vegetables, canned			3,331	5,712
All other			3,111	10,612
Wood:				
Timber—Sawed—				
Pitch pine.....M ft..		471		28,330
Lumber—				
Boards, planks, and scantlings—				
Pine—				
White.....M ft..	913	302	29,674	12,222
Yellow.....M ft..	6,884	3,065	217,003	104,360
All other.....M ft..	57	37	4,308	1,713
Shooks—				
Box			20,302	6,056
All other.....No..	8,955	27,134	35,845	88,123
Staves.....No..	4,619,996	4,421,000	60,587	52,754
Heading			34,242	17,947
All other			11,964	2,467

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
WEST INDIES—BRITISH—TRINIDAD AND TOBAGO—continued.				
Wool, manufactures of			$21,306	$19,099
All other articles			49,693	64,952
Total domestic exports			6,198,453	6,874,311
Total foreign exports			35,193	125,635
Total exports			6,233,646	6,999,946
WEST INDIES—BRITISH—OTHER BRITISH.				
Agricultural implements			7,837	9,933
Animals:				
Mules ..... No.	170	127	29,238	20,316
All other			3,228	800
Asbestos, manufactures of			3,324	875
Athletic and sporting goods			6,374	13,879
Blacking (including shoe paste, etc.)			3,373	4,428
Brass, and manufactures of			95,554	8,041
Breadstuffs:				
Bran and middlings ..... tons.	127	55	4,861	2,503
Bread and biscuit ..... lbs.	605,156	587,559	41,254	53,624
Corn ..... bush.	27,971	9,161	36,376	21,737
Corn meal and corn flour ..... bbls.	34,732	24,634	198,847	251,171
Millfeed ..... tons.	142	125	6,080	6,536
Oats ..... bush.	41,836	20,836	28,512	19,364
Oatmeal and rolled oats ..... lbs.	48,151	80,454	2,139	5,212
Preparations of, for table food			102,103	99,315
Rice ..... lbs.	965,353	1,280,888	44,747	82,426
Rye flour ..... bbls.	9	462	47	4,551
Wheat flour ..... bbls.	87,994	60,937	713,540	647,445
All other breadstuffs			27,548	7,448
Bronze, manufactures of			3,090	2,398
Brushes			1,923	2,133
Buttons, and parts of			2,787	1,905
Candles ..... lbs.	60,719	43,580	6,995	8,868
Cars, automobiles, and other vehicles:				
Automobiles—				
Commercial ..... No.	1	28	500	89,914
Passenger ..... No.	124	80	80,879	50,009
Parts of (not including engines, etc.)			12,868	21,446
Cars, for steam, and other railways			27,905	
Bicycles, tricycles, etc			4,336	3,263
Motor cycles ..... No.	10	31	1,949	4,167
Wagons ..... No.	14	6	3,736	420
Wheelbarrows, push carts, etc			1,412	5,184
All other, and parts of			8,047	14,721
Cement, hydraulic ..... bbls.	17,893	10,717	34,602	23,764
Chemicals, drugs, and dyes:				
Acids			3,622	10,198
Baking powder ..... lbs.	31,035	41,666	4,758	5,257
Infants' food				6,513
Medicinal and pharmaceutical preparations			27,095	29,368
Petroleum jelly, etc			2,091	3,082
Soda, salts, and preparations of			20,484	21,174
All other			49,789	51,843
Coal:				
Anthracite ..... tons.	410	275	2,375	1,987
Bituminous ..... tons.	87,571	42,015	353,833	294,257
Cocoa and chocolate, prepared, etc			4,900	9,987
Coffee:				
Green or raw ..... lbs.	19,758	19,363	2,185	2,108
Roasted or prepared ..... lbs.	51,084	20,776	7,587	3,581
Confectionery			23,134	17,471
Copper, manufactures of			4,212	10,211
Cotton, manufactures of:				
Cloth—				
Unbleached ..... yds.	611,445	286,373	58,797	36,616
Bleached ..... yds.	676,828	425,440	65,659	57,473
Colored—				
Printed ..... yds.	1,302,013	735,878	96,371	81,861
Dyed in the piece ..... yds.	184,054	672,704	18,172	90,644
All other ..... yds.	2,244,604	608,494	227,260	81,283
Laces and embroideries			4,525	7,232

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
WEST INDIES—BRITISH—OTHER BRITISH—continued.				
Cotton, manufactures of—Continued.				
Wearing apparel—				
Corsets			$4,111	$2,859
Knit goods			47,505	47,587
All other			63,758	50,399
All other			60,833	49,894
Earthen, stone, and china ware			12,926	9,701
Eggs.....doz..	34,616	210	12,069	94
Electrical machinery and appliances (except locomotives):				
Dynamos or generators			1,655	7,972
Switches and accessories				5,364
All other			14,748	20,033
Explosives:				
Dynamite.....lbs..	600	90,560	150	18,295
All other			3,340	10,475
Fertilizers.....tons..	206	368	11,015	24,584
Fibers, vegetable, manufactures of:				
Cordage.....lbs..	186,957	107,953	33,307	27,125
Twine, binder, and other			6,324	4,503
All other manufactures of			7,543	6,162
Fish:				
Dried—				
Cod, haddock, etc.....lbs..	89,961	48,484	7,564	4,722
Herring.....lbs..	52,042	25,099	3,323	2,210
Salmon, canned.....lbs..	103,004	32,116	12,001	5,760
Canned fish (except salmon, etc.)			7,390	6,139
All other			2,917	1,816
Fruits and nuts:				
Fruits—				
Green, ripe, or dried			10,509	10,452
Preserved—				
Canned			8,504	3,425
All other			1,204	2,189
Nuts—				
Peanuts.....lbs..	98,480	43,817	5,573	4,574
All other			1,156	913
Furniture of metal			4,765	4,462
Glass and glassware			24,518	23,381
Grease, lubricating, and other			3,720	24,626
Hats and materials for				12,784
Hay.....tons..	122	80	2,778	2,782
Household and personal effects			11,558	11,782
Ice.....tons..	232		914	
India rubber, manufactures of:				
Belting, hose, and packing			2,933	6,402
Tires—				
For automobiles			21,526	25,991
All other			7,379	2,698
All other			8,076	8,762
Instruments, apparatus, etc., medical, surgical, and scientific			3,366	1,326
Iron and steel:				
Bar iron.....lbs..	123,339	168,590	4,901	8,649
Bars or rods of steel.....lbs..	326,618	284,922	9,847	14,807
Bolts, nuts, rivets, and washers.....lbs..	57,996	112,756	2,946	9,367
Car wheels and axles				3,904
Castings, n. e. s			799	3,295
Chains				3,036
Cutlery			4,939	5,831
Enamel ware			13,513	26,220
Hardware—				
Builders'			12,499	6,769
Other hardware				6,408
Hoop, band, and scroll.....lbs..	18,156	252,735	947	22,239
Machinery—				
Engines—				
Gasoline.....No..	14	16	5,013	5,185
Steam, locomotives.....No..	1		16,346	
All other, and parts of			13,976	47,892
Metal-working machinery			1,792	3,063
Pumps and pumping machinery			9,639	15,145
Refrigerating machinery, etc			6,356	51
Sewing machines			9,476	5,976
Sugar-mill machinery			49,391	91,447
Typesetting machines			16	8,108
Typewriting machines			3,130	5,113
All other, and parts of			21,305	51,800

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
WEST INDIES—BRITISH—OTHER BRITISH—continued.				
Iron and Steel—Continued.				
Nails and wood screws (including tacks)			$15,952	$15,081
Pipes and fittings ..lbs..	213,409	757,131	11,530	30,008
Railroad spikes ..lbs..		219,107		12,463
Rails for railways of steel ..tons..	154	79	6,288	5,453
Railway track material, switches, frogs, etc.			10,377	2,237
Scales and balances			5,817	1,681
Sheets and plates—				
Galvanized iron and steel sheets ..lbs..	404,194	384,640	21,833	31,255
Iron sheets and plates ..lbs..	24,326	34,778	1,095	4,088
Steel—				
Plates ..lbs..	34,137	44,107	1,502	2,412
Sheets ..lbs..	7,478	97,491	355	8,333
Ship and tank plates, punched and shaped ..lbs..		56,698		7,450
Stoves and ranges, and parts of			5,169	4,523
Structural iron and steel ..tons..	197	97	13,693	16,595
Tin plates, and manufactures of			30,776	48,892
Tools			12,204	8,861
Wire—				
Barbed and other ..lbs..	176,143	181,114	8,421	13,622
Manufactures of			10,047	11,329
All other manufactures of iron and steel			63,284	84,902
Lamps, etc. (except electric)			9,358	6,808
Lead, and manufactures of			2,846	5,866
Leather:				
Belting			2,514	5,695
Sole ..lbs..	5,835	1,985	2,755	1,055
All other leather			6,824	4,430
Manufactures of—				
Boots and shoes—				
Children's ..pairs..	26,622	15,944	25,290	15,995
Men's ..pairs..	65,020	38,764	101,410	62,677
Women's ..pairs..	70,866	49,097	85,759	65,451
All other			13,247	7,020
Matches			9,671	12,758
Meat and dairy products:				
Meat products—				
Beef products—				
Beef, canned ..lbs..	34,328	15,692	7,675	4,626
Beef, fresh ..lbs..	46,209	3,429	7,901	727
Beef, pickled ..lbs..	368,751	178,938	48,769	32,062
Oleo oil ..lbs..	37,697	2,400	4,888	524
Oleomargarine ..lbs..	530,882	258,530	77,014	55,906
Tallow ..lbs..	24,023	14,136	3,115	2,916
Pork products—				
Bacon ..lbs..	64,228	20,376	12,804	6,952
Hams and shoulders, cured ..lbs..	159,599	52,956	31,048	15,656
Lard ..lbs..	189,923	75,794	29,083	17,121
Neutral lard ..lbs..	100		18	
Pork, fresh ..lbs..	48,984	4,000	7,778	747
Pork, pickled ..lbs..	828,580	514,605	128,818	120,797
Lard compounds, etc. ..lbs..	801,179	431,936	118,883	92,149
Poultry and game			4,890	125
Sausage, canned, and other ..lbs..	28,724	11,562	6,358	3,632
All other meat products—				
Canned			10,490	7,806
All other			24,174	22,387
Dairy products—				
Butter ..lbs..	141,817	69,129	51,525	32,604
Cheese ..lbs..	88,107	48,015	20,687	13,513
Milk—				
Condensed ..lbs..	244,602	206,955	27,410	32,538
All other, including cream			2,342	669
Motor boats ..No..	2	2	5,200	1,650
Musical instruments			8,935	6,731
Naval stores			3,239	3,810
Notions, n. e. s.			11,785	20,733
Oil cake and meal:				
Cottonseed meal ..lbs..	534,162	339,053	10,960	9,438
Linseed or flaxseed oil-cake and oil-cake meal ..lbs..	978,630	1,170,788	21,912	32,127
All other ..lbs..	320,263	305,435	7,731	8,972
Oilcloth and linoleum			3,080	2,636

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
WEST INDIES—BRITISH—OTHER BRITISH—continued.				
Mineral, refined or manufactured—				
Fuel and gas oil.....galls..	7,134	2,990,434	$655	$109,353
Gasoline.....galls..	52,407	100,446	13,172	34,108
Illuminating.....galls..	611,452	1,331,674	77,465	165,171
Lubricating.....galls..	66,494	194,460	18,033	60,028
Vegetable—				
Corn.....lbs..	91,982	44,116	12,928	7,000
Cottonseed.....lbs..	436,796	148,172	58,175	28,158
Linseed or flaxseed.....galls..	4,975	6,298	4,495	7,989
All other.....	.....	.....	7,206	11,622
Paints:				
Ready-mixed.....galls..	14,137	11,977	21,788	22,417
All other.....	.....	.....	17,920	19,051
Paper:				
Bags.....	.....	.....	15,464	14,175
Books, music, etc.....	.....	.....	7,436	7,633
Printing paper—				
News print.....lbs..	171,731	118,810	4,796	4,793
All other.....lbs..	67,168	161,741	4,029	13,712
Wrapping paper.....lbs..	334,851	573,193	20,296	35,622
Writing paper and envelopes.....	.....	.....	7,659	15,703
All other.....	.....	.....	12,448	9,063
Paraffin.....lbs..	18,583	116,740	1,937	5,885
Perfumery and cosmetics.....	.....	.....	14,971	19,886
Phonographs and accessories.....	.....	.....	4,335	5,967
Photographic goods:				
Motion-picture films, exposed.....lin. ft..	344,200	87,200	5,488	4,200
All other.....	.....	.....	3,041	2,247
Plated ware.....	.....	.....	4,662	4,552
Roofing felt and similar materials.....	.....	.....	3,609	8,364
Silk, manufactures of.....	.....	.....	9,131	7,555
Soap:				
Toilet.....	.....	.....	11,409	6,769
All other.....lbs..	614,634	398,955	30,375	32,022
Spices.....	.....	.....	1,746	3,993
Spirits, wines, etc.:				
Malt liquors—in bottles.....doz. qts..	19,293	13,867	27,399	22,628
Wines.....galls..	7,865	13,769	4,418	10,238
All other.....	.....	.....	6,797	9,150
Starch.....lbs..	105,188	83,556	4,647	6,172
Stone, and manufactures of.....	.....	.....	4,694	9,017
Straw and palm leaf, manufactures of.....	.....	.....	7,920	728
Sugar and molasses:				
Molasses and sirup.....galls..	1,500	472	654	306
Sugar, refined.....lbs..	1,186,328	285,629	78,129	21,083
Tobacco:				
Unmanufactured—Leaf.....lbs..	420,273	238,738	53,569	43,788
Manufactures—				
Cigarettes.....M..	2,339	8,098	4,327	17,625
Plug.....lbs..	58,995	54,567	13,592	14,069
All other.....	.....	.....	3,448	4,731
Toys.....	.....	.....	7,106	4,190
Trunks, valises, and traveling bags.....	.....	.....	4,793	1,994
Vegetables:				
Beans and dried peas.....bush..	3,674	1,210	18,157	7,362
Onions.....bush..	1,935	2,949	4,201	5,417
Potatoes (except sweet potatoes).....bush..	9,319	7,296	15,510	10,984
Vegetables, canned.....	.....	.....	7,990	6,996
All other.....	.....	.....	2,745	3,211
Wood:				
Lumber—				
Boards, etc.—				
Pine—				
White.....M ft..	86	.....	3,360	.....
Yellow pitch.....M ft..	4,457	3,655	99,312	101,240
All other.....M ft..	71	77	2,692	3,296
Railroad ties.....No..	1,500	16,000	600	6,636
Shingles.....M..	2,105	1,267	9,823	7,414
Shooks—				
Box.....	.....	.....	8,013	17,747
All other.....No..	19,898	35,395	21,968	42,770
Staves.....No..	1,010	197,565	78	29,288
All other.....	.....	.....	5,726	1,161
Furniture.....	.....	.....	20,639	14,004
Hogsheads and barrels, empty.....	.....	.....	8,727	3,928
All other manufactures of.....	.....	.....	14,857	24,957

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
WEST INDIES—BRITISH—OTHER BRITISH—continued.				
Wool, manufactures of:				
Wearing apparel			$2,276	$341
All other			10,720	2,666
All other articles			36,583	42,784
Total domestic exports			5,227,303	5,251,496
Total foreign exports			53,933	138,352
Total exports			5,281,236	5,389,838
WEST INDIES—CUBA.				
Abrasives:				
Wheels, emery, and other			11,191	13,524
All other			32,869	54,356
Agricultural implements:				
Plows and cultivators			410,498	367,465
All other			258,815	500,854
Aluminum			33,497	53,557
Animals:				
Cattle.....No.	1,476	1,607	88,456	142,880
Hogs.....No.	9,288	7,376	146,925	205,606
Horses.....No.	1,000	4,468	155,910	646,058
Mules.....No.	2,124	1,304	350,151	261,090
All other (including fowls)			49,942	64,771
Art works			23,730	56,748
Asbestos, manufactures of			271,441	350,015
Asphaltum:				
Unmanufactured.....tons.	20	1,184	455	38,280
Manufactures of			21,745	18,132
Athletic and sporting goods			71,568	94,908
Babbitt metal.....lbs.	316,304	213,453	66,828	62,674
Billiard tables and accessories				18,973
Blacking (including shoe paste, etc.)			57,258	75,149
Bones, hoofs and horns, unmanufactured			752	3,622
Brass:				
Bars, plates, sheets, etc.....lbs.	58,733	64,150	22,649	25,130
Cartridge shells, empty				15,984
Pipes and fittings				58,054
Wire.....lbs.		64,583		26,316
All other manufactures of			579,632	587,913
Breadstuffs:				
Barley.....bush.	884	52,698	1,010	99,299
Bran and middlings.....tons.	1,606	2,330	57,433	104,726
Bread and biscuit.....lbs.	512,402	1,903,755	67,694	313,940
Corn.....bush.	2,819,278	1,142,293	2,948,100	2,094,937
Corn meal and corn flour.....bbls.	20,498	18,517	101,391	195,335
Dried grains and malt sprouts.....tons.	1,025	630	26,572	23,709
Mill feed.....tons.	5,896	7,752	236,024	348,660
Oats.....bush.	1,378,842	1,927,947	885,728	1,724,419
Oatmeal and rolled oats.....lbs.	116,165	631,773	7,957	33,498
Preparations of, for table food			122,229	153,283
Rice.....lbs.	21,906,928	19,340,287	891,181	1,231,409
Rye flour.....bbls.	16	1,117	140	13,396
Wheat.....bush.	50,398	26,014	84,711	60,733
Wheat flour.....bbls.	1,016,675	679,689	8,661,925	7,733,557
All other breadstuffs			72,680	71,638
Bronze, manufactures of			112,381	71,585
Broom corn.....tons.	505	886	112,261	256,356
Brooms			4,481	13,009
Brushes			81,252	131,619
Buttons, and parts of			73,320	111,491
Candles.....lbs.	1,761,654	1,826,540	185,910	283,565
Cars, automobiles, and other vehicles:				
Aeroplanes, parts of			384	6,515
Automobiles and parts of—				
Commercial.....No.	397	554	722,519	1,139,962
Passenger.....No.	3,529	2,975	2,545,071	3,059,813
Parts of (not including engines, etc.)			906,710	1,025,276
Cars, passenger and freight, and parts of—				
For steam railway—				
Passenger.....No.		13	238,360	31,669
All other.....No.		2,012	4,015,342	1,539,906
For other railways.....No.		359	622,953	379,905
Bicycles, tricycles, etc.			88,264	224,509
Motor cycles.....No.	73	165	15,076	38,408

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
WEST INDIES—CUBA—continued.				
Cars, automobiles, and other vehicles—Continued.				
Motor warehouse and motor station trucks....No..		25		$11,861
Wagons....No..	547	474	$68,243	39,247
Wheelbarrows, pushcarts, etc			80,486	70,947
All other			350,981	1,325,637
Celluloid, and manufactures of			38,646	45,812
Cement, hydraulic....bbls..	724,989	857,756	1,282,818	2,006,065
Chemicals, drugs, dyes, and medicines:				
Acids—				
Sulphuric....lbs..	2,210,953	2,520,862	40,439	72,706
All other			244,037	459,795
Baking powder....lbs..	59,318	116,340	16,232	36,331
Bark, extract of, for tanning			17,122	25,677
Calcium carbide....lbs..	10,693,435	10,879,403	280,982	343,321
Coal-tar distillates, n. e. s				14,700
Copper, sulphate of....lbs..	59,569	102,479	7,549	11,632
Dyes and dyestuffs			24,412	48,744
Formaldehyde				37,549
Glycerine....lbs..		39,713		22,654
Infants food				71,131
Lime, chloride of....lbs..		265,252		11,469
Medicinal and pharmaceutical preparations			1,019,505	1,784,295
Petroleum jelly, etc			13,032	22,606
Potash				141,148
Roots, herbs, and barks			6,634	28,173
Soda, salts, and preparations of			588,578	781,792
Sulphur or brimstone....tons..	2,848	2,288	60,101	74,035
Washing powder and fluid....lbs..	572,254	1,218,749	29,356	71,644
All other			1,741,834	1,364,356
Chewing gum			23,488	37,510
Clays....tons..	2,707	2,344	28,565	39,700
Clocks and watches:				
Clocks, and parts of			127,574	170,938
Watches, and parts of			6,441	16,122
Coal and coke:				
Coal—				
Anthracite....tons..	45,982	46,913	244,506	305,569
Bituminous....tons..	1,445,722	1,494,937	5,130,860	7,974,281
Coke....tons..	10,384	10,910	77,109	131,215
Coal tar....bbls..	476	1,384	2,060	9,671
Cocoa and chocolate, prepared or manufactured (not including confectionery)			70,086	102,365
Coffee:				
Green or raw....lbs..	25,156,271	26,483,677	3,508,761	3,690,069
Roasted or prepared....lbs..	9,598	4,858	2,050	1,150
Confectionery			165,935	161,612
Copper:				
Ingots, rods, bars, etc....lbs..	45,650	1,296,932	17,596	341,384
Pipes and tubes....lbs..		1,346,856		580,113
Plates and sheets....lbs..	91,555	201,849	34,806	71,248
Wire....lbs..	475,449	204,755	158,021	75,890
All other manufactures of			783,080	138,182
Cork, manufactures of			72,184	96,794
Cotton, manufactures of:				
Blankets and comforts				308,581
Cloth—				
Unbleached....yds..	6,405,899	4,710,592	724,174	754,556
Bleached....yds..	13,603,743	15,983,512	1,366,803	2,351,066
Colored—				
Printed....yds..	10,405,940	26,353,620	740,990	2,678,895
Dyed in the piece....yds..	4,010,069	18,433,838	433,452	2,784,054
All other....yds..	23,769,949	15,609,924	2,471,730	2,191,257
Laces and embroideries			76,471	226,302
Mill waste....lbs..	2,126,644	2,245,625	204,818	246,595
Wearing apparel—				
Corsets			62,983	72,503
Knit goods			1,463,437	2,386,115
All other			1,506,755	2,018,746
Yarn....lbs..		158,598	103,827	111,925
All other			1,475,187	1,639,635
Dental goods			52,564	73,214

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
WEST INDIES—CUBA—continued.				
Earthen, stone, and china ware:				
Bricks—				
Building.....M..	1,330	280	$12,109	$9,076
Fire.....M..	7,539	6,985	257,980	377,835
Chinaware			25,333	45,795
Earthen and stone ware			102,443	90,690
Sanitary earthenware			86,422	113,072
Tiles (except drain)			118,880	133,880
All other			137,957	108,777
Eggs.....doz..	7,447,257	7,996,499	2,045,344	2,793,746
Egg yolks, etc			2,437	15,244
Electrical machinery and appliances (except locomotives):				
Batteries			144,300	160,582
Carbons				10,961
Dynamos or generators			228,653	309,132
Fans.....No..	1,596	3,058	23,590	42,482
Heating and cooking apparatus				12,489
Insulated wire and cables			495,005	625,681
Interior wiring supplies and fixtures			116,100	154,064
Lamps, incandescent—				
Carbon filament.....No..	94,296	56,090	10,245	10,206
Metal filament.....No..	1,274,888	1,717,369	272,668	416,356
Magnetos, spark plugs, etc				45,748
Meters and other measuring instruments			71,865	60,982
Motors			299,483	405,266
Rheostats and controllers				24,851
Switches and accessories				139,491
Telegraph instruments			14,508	[illegible]
Telephones			189,895	85,283
Transformers			103,252	133,445
All other			983,202	723,779
Explosives:				
Cartridges, loaded			240,959	144,522
Dynamite.....lbs..	1,506,901	1,527,070	262,827	341,315
Fuses				27,230
Gunpowder.....lbs..	63,764	123,324	17,255	26,160
Shells and projectiles, loaded				53,616
All other			129,541	67,397
Feathers			34,694	20,364
Fertilizers:				
Phosphate rock—				
Land pebble.....tons..	6,002	14,786	21,329	43,487
All other.....tons..	1,460	6,570	18,698	70,370
All other.....tons..	82,801	41,988	3,738,222	3,104,008
Fibers, vegetables, manufactures of:				
Bags			318,079	659,536
Cordage.....lbs..	732,088	606,356	146,834	170,103
Twine			156,839	172,382
All other manufactures of			161,241	383,816
Fire extinguishers			12,122	21,631
Fish:				
Fresh (except salmon).....lbs..	1,180,174	726,181	73,903	43,002
Dried—				
Cod, haddock, etc.....lbs..	7,822,989	7,857,702	819,183	1,078,842
Herring.....lbs..	499,015	316,887	29,271	23,926
All other.....lbs..	627,736	201,685	20,308	14,805
Salmon—				
Canned.....lbs..	1,619,236	1,632,073	149,492	210,167
All other			2,274	3,030
Canned (except salmon and shellfish)			103,571	579,938
Shellfish—				
Oysters			9,007	17,921
All other			124,743	212,555
All other fish and fish products			10,555	23,627
Flavoring extracts and fruit juices			51,158	79,710
Fruits and nuts:				
Fruits—				
Apples, green or ripe.....bbls..	30,093	30,854	131,043	192,199
Pears, green or ripe			98,349	99,770
Prunes.....lbs..	385,697	405,078	35,213	45,980
Raisins, and other dried grapes.....lbs..	238,974	154,424	20,417	16,075
All other, green, ripe, or dried			204,701	271,132

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
WEST INDIES—CUBA—continued.				
Fruits and nuts—Continued.				
Fruits—Continued.				
Prepared or preserved—				
Canned			$500,050	$1,018,102
All other			12,870	62,669
Nuts—				
Peanuts.....lbs.	359,376	524,929	26,176	71,807
All other			12,754	16,969
Furniture, metal			472,111	641,206
Furs and fur skins			39,997	16,842
Glass and glassware:				
Bottles, vials, demijohns, etc			510,718	973,701
Cylinder, crown, and common window glass.....box, 50 sq. ft.	31,520	28,924	116,803	136,243
Plate glass.....sq. ft.	335,484	478,208	161,933	211,077
All other			524,832	863,842
Glucose.....lbs.	1,962,505	2,544,645	58,066	153,884
Glue.....lbs.	308,166	696,426	50,216	149,431
Gold and silver, manufactures of (including jewelry):				
Gold and silver			17,136	45,119
Jewelry			42,997	52,323
Grease:				
Lubricating			205,603	288,088
Soap stock and other			1,314,503	1,446,832
Hair, and manufactures of—animal:				
Unmanufactured			5,313	7,808
Manufactures of			7,512	15,109
Hats and materials for:				
For men and boys—				
Felt				203,449
All other				54,486
For women and children				34,898
Trimmings, etc			21,907	82,828
Hay.....tons	8,611	10,686	183,414	360,642
Hops.....lbs.	159,690	282,220	34,226	120,840
Household and personal effects			136,088	102,101
India rubber, manufactures of:				
Belting, hose, and packing			252,110	395,524
Boots and shoes.....pairs	31,305	61,393	24,421	49,516
Druggists' rubber sundries				99,749
Tires—				
For automobiles			1,019,915	1,336,233
All other			174,132	116,859
All other			449,994	380,003
Ink:				
Printers'			90,222	71,346
All other			36,315	51,336
Instruments and apparatus for scientific purposes:				
Medical and surgical			15,691	34,520
Optical instruments			33,258	25,680
All other			107,225	92,601
Iron and steel:				
Pig iron.....tons	901	4,557	26,132	226,627
Bar iron.....lbs.	13,659,263	6,110,194	359,189	258,385
Bars or rods of steel.....lbs.	39,132,252	18,508,019	1,199,267	778,087
Billets, ingots, and blooms.....tons	34	3,465	1,395	309,790
Bolts, nuts, rivets, and washers.....lbs.	10,631,738	8,241,297	566,030	623,763
Car wheels and axles			72,603	179,509
Castings, n. e. s			222,568	190,924
Chains				184,587
Cutlery—				
Razors			84,438	100,784
Table			49,541	81,536
All other			173,627	205,324
Enamel ware—				
Bathtubs.....No.	2,729	2,226	43,091	48,752
Lavatories and sinks			136,975	106,702
All other			302,075	514,749
Firearms			185,295	132,224
Forgings, n. e. s				52,704
Hardware—Builders'—				
Locks			128,196	222,172
Hinges and other			479,170	268,176
Other hardware				258,173
Hoop, band, and scroll iron, etc.....lbs.	1,515,968	794,430	65,[illegible]'9	53,147

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
WEST INDIES—CUBA—continued.				
Iron and steel—Continued.				
Horseshoes.....lbs..	373,716	369,051	$15,381	$20,203
Machinery, machines, and parts of—				
Adding machines.....No..	507	1,037	78,274	139,130
Air-compressing machinery			147,517	84,367
Brewers' machinery			2,963	11,926
Cash registers.....No..	984	692	136,632	99,357
Parts of cash registers				2,686
Concrete mixers				47,717
Cream separators.....No..	15	33	1,102	3,147
Elevators and elevator machinery			182,062	191,485
Engines and parts of—				
Internal-combustion engines—				
Gas—Stationary.....No..	274	281	36,319	45,687
Gasoline—				
Automobile.....No..	2	13	439	3,726
Marine.....No..	254	421	45,776	75,143
Stationary.....No..	972	1,015	117,138	164,316
Traction and caterpillar.....No..	179	165	209,157	247,662
Kerosene engines.....No..		285		159,204
Steam engines—				
Locomotives.....No..	133	104	1,484,375	1,177,506
Marine.....No..	8	6	18,338	5,411
Stationary.....No..	128	147	195,087	180,771
Traction and caterpillar.....No..	4	74	6,709	93,524
All other.....No..	441	280	424,233	231,526
Parts of			1,346,352	2,066,667
Excavating machinery				82,322
Laundry machinery—				
Power machines			10,415	22,642
All other			19,275	8,978
Lawn mowers			3,592	4,227
Metal-working machinery			331,512	278,608
Meters, gas and water			16,338	30,065
Milling machinery (flour and grist)			16,532	25,819
Mining machinery—				
Oil-well machinery			13,906	183,522
All other			174,905	213,465
Printing presses			131,297	145,595
Pumps and pumping machinery			1,002,495	897,108
Refrigerating machinery			80,121	209,359
Road-making machinery				5,130
Sewing machines			417,582	526,646
Shoe machinery			12,996	44,868
Sugar-mill machinery			9,121,512	8,558,992
Textile machinery			4,760	13,000
Typesetting machines			20,408	41,114
Typewriting machines			225,232	343,036
Windmills			49,136	71,217
Woodworking machinery—				
Sawmill machinery			43,420	42,213
All other			42,656	93,218
All other, and parts of			2,935,968	2,098,637
Nails and wood screws—				
Cut.....lbs..	1,220,031	2,241,259	39,420	109,548
Wire.....lbs..	9,373,628	6,517,889	309,585	312,274
Wood screws				67,208
All other (including tacks).....lbs..	4,828,209	1,929,746	223,595	211,610
Needles				15,051
Pipes and fittings—				
Cast.....lbs..	41,241,306	29,911,669	1,080,761	1,498,229
Wrought.....lbs..	33,202,539	16,241,194	1,422,788	1,133,732
Radiators and house-heating boilers.....lbs..	5,420	18,599	338	1,173
Railway track material—				
Railroad spikes.....lbs..	8,252,332	9,228,879	248,115	481,725
Rails, of steel.....tons..	75,015	61,660	2,650,753	3,172,699
Switches, frogs, splice bars, etc			1,007,261	916,702
Safes.....No..	1,500	2,192	91,334	144,261
Scales and balances			371,342	364,243
Sheets and plates—				
Galvanized iron and steel sheets.....lbs..	22,687,789	7,304,622	1,023,166	545,658
Iron and steel sheets.....lbs..	4,844,315	1,523,677	197,929	113,717
Steel—				
Plates.....lbs..	15,700,968	5,822,125	517,147	383,279
Sheets.....lbs..	2,278,249	2,790,693	91,623	248,802

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
WEST INDIES—CUBA—continued.				
Iron and steel—Continued.				
Ship and tank plates, punched and shaped....lbs..	.....	2,356,758	.....	$163,840
Stoves and ranges, and parts of.....	.....	.....	$146,185	179,680
Structural iron and steel.....tons..	39,770	17,763	2,736,521	1,828,588
Tin plates and manufactures of—				
Tin plates, terneplates, and taggers' tin.....lbs..	8,975,391	5,018,118	535,407	563,212
All other manufactures of.....	.....	.....	350,987	444,832
Tools, n. e. s.—				
Axes.....No..	105,112	109,590	82,706	98,380
Augers, bits, and drills.....	.....	.....	.....	96,648
Files and rasps.....	.....	.....	.....	84,223
Hammers and hatchets.....	.....	.....	29,344	62,502
Saws.....	.....	.....	78,751	121,294
Shovels and spades.....	.....	.....	40,743	60,664
All other.....	.....	.....	568,468	448,819
Wire, and manufactures of—				
Wire—				
Barbed.....lbs..	17,434,331	13,431,179	711,832	661,694
All other.....lbs..	6,197,358	4,649,764	393,926	395,938
Manufactures of—				
Wire ropes and cable.....	.....	.....	.....	259,419
Woven-wire fencing.....	.....	.....	102,111	162,539
All other.....	.....	.....	479,516	285,932
All other manufactures of iron and steel.....	.....	.....	3,678,901	2,993,041
Lamps, chandeliers, etc. (except electric).....	.....	.....	160,477	195,290
Lead:				
Pigs, bars, etc.....lbs..	370,461	488,215	29,280	41,799
Manufactures of.....	.....	.....	226,929	165,013
Leather:				
Belting.....	.....	.....	355,179	377,435
Carriage, automobile, and upholstery.....	.....	.....	6,945	6,928
Patent.....	.....	.....	77,738	123,795
Sole.....lbs..	115,171	344,099	33,938	97,410
Upper—				
Calf.....sq. ft..	386,682	512,150	152,306	202,394
Kid.....sq. ft..	221,393	694,206	70,403	226,946
Grain and split.....sq. ft..	.....	773,049	.....	186,630
All other upper.....	.....	.....	630,211	1,004,684
All other leather.....	.....	.....	239,466	552,883
Manufactures of—				
Boots and shoes—				
Children's.....pairs..	1,783,102	2,631,306	1,758,824	3,003,835
Men's.....pairs..	1,362,380	1,480,255	3,275,828	4,441,335
Women's.....pairs..	1,141,735	1,326,995	1,583,058	2,227,805
Gloves.....doz. pairs..	.....	658	.....	5,388
Slippers.....pairs..	38,293	51,928	43,494	67,586
Harness and saddles.....	.....	.....	418,761	399,684
All other.....	.....	.....	289,362	302,726
Leather, imitation.....	.....	.....	32,599	89,628
Malt.....bush..	314,939	407,720	455,315	745,976
Matches.....	.....	.....	924	7,072
Meat and dairy products:				
Meat products—				
Beef products—				
Beef, canned.....lbs..	49,907	173,837	10,718	45,814
Beef, fresh.....lbs..	58,103	203,401	9,516	29,916
Beef, pickled and other cured.....lbs..	182,555	700,392	23,587	116,462
Oleo oil.....lbs..	339,591	208,019	59,285	46,709
Oleomargarine.....lbs..	26,656	178,874	4,514	44,311
Tallow.....lbs..	1,223,622	1,593,808	134,300	275,968
Hog products—				
Bacon.....lbs..	14,914,902	20,293,559	2,533,943	5,521,432
Ham and shoulders, cured.....lbs..	9,867,826	9,990,141	1,880,230	2,669,458
Lard.....lbs..	48,732,924	52,574,278	8,819,512	14,337,227
Neutral lard.....lbs..	424,897	251,812	70,654	68,933
Pork—				
Canned.....lbs..	50,537	73,417	7,444	15,636
Fresh.....lbs..	177,528	372,081	31,503	93,930
Pickled.....lbs..	7,700,421	8,935,072	1,145,958	2,148,796
Lard compounds, and other substitutes for lard.....lbs..	14,164,676	7,735,338	2,203,477	1,685,316
Mutton (except canned).....lbs..	45,753	61,881	7,970	13,607
Poultry and game.....	.....	.....	19,223	36,358

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
WEST INDIES—CUBA—continued.				
Meat and dairy products—Continued.				
Meat products—Continued.				
Sausage—				
Canned.....lbs.	3,052,056	3,005,397	$549,803	$718,757
All other.....lbs.	984,724	1,389,805	210,430	442,887
Stearin from animal fats.....lbs.	1,639,684	1,963,213	241,110	415,256
All other meat products—				
Canned.....	.....	.....	54,024	84,277
All other.....	.....	.....	83,049	423,941
Sausage casings.....lbs.	18,197	35,793	3,161	12,227
Dairy products—				
Butter.....lbs.	339,104	268,386	112,827	110,720
Cheese.....lbs.	1,406,606	2,758,873	357,204	823,842
Milk—				
Condensed.....lbs.	30,723,758	33,594,661	3,164,657	4,801,681
All other (including cream).....	.....	.....	18,539	3,479
Metal polish.....	.....	.....	30,280	19,710
Metals, n. e. s.....	.....	.....	.....	25,856
Moss.....	.....	.....	4,170	5,924
Motor boats.....No.	16	7	37,048	5,301
Mucilage and paste.....	.....	.....	29,179	72,587
Musical instruments:				
Pianos—				
Player pianos.....No.	244	614	75,946	181,868
All other.....No.	1,241	1,607	203,475	282,867
Piano players.....No.	21	49	5,688	11,226
Perforated music rolls.....	.....	.....	12,314	15,691
All other.....	.....	.....	27,551	34,131
Naval stores:				
Rosin.....bbls.	32,358	34,455	207,747	223,349
Tar, turpentine, and pitch.....bbls.	2,891	9,561	14,470	55,245
Turpentine, spirits of.....galls.	75,376	117,975	41,612	60,988
Nickel:				
Nickel, nickel oxide, and matte.....lbs.	34,410	527	16,704	318
Manufactures of.....	.....	.....	4,164	7,353
Notions, n. e. s.....	.....	.....	33,994	83,135
Nursery stock.....	.....	.....	25,414	23,942
Oakum.....lbs.	171,478	186,382	17,514	27,563
Oilcake and oilcake meal.....lbs.	1,246,398	3,929,426	20,664	77,799
Oilcloth and linoleum.....	.....	.....	78,583	160,849
Oils:				
Animal.....galls.	24,780	30,480	21,832	39,852
Mineral—				
Crude.....galls.	13,380,919	8,543,899	1,303,774	959,835
Refined or manufactured—				
Gas oil and fuel oil.....galls.	2,094,506	3,907,319	84,084	205,206
Illuminating.....galls.	1,628,145	5,206,771	163,766	902,860
Lubricating and heavy paraffin.....galls.	2,704,475	3,586,238	925,987	1,338,839
Naphthas, etc.—				
Gasoline.....galls.	2,178,213	6,217,575	466,440	1,461,182
All other.....galls.	1,200,199	1,326,513	223,252	276,556
Vegetable—fixed or expressed—				
Corn.....lbs.	209,311	309,837	24,286	51,910
Cottonseed.....lbs.	8,710,957	11,077,844	1,158,123	2,185,421
Linseed or flaxseed.....galls.	95,130	85,257	68,587	99,834
All other.....	.....	.....	163,187	134,385
All other.....	.....	.....	42,278	41,061
Paints, pigments, colors, and varnishes:				
Dry colors.....	.....	.....	98,029	231,093
Lead—				
Red.....lbs.	.....	163,800	.....	19,859
White.....lbs.	241,738	451,814	24,805	52,223
Ready-mixed paints.....galls.	307,995	423,451	411,456	596,605
Varnish.....galls.	66,141	89,153	77,407	113,962
Zinc, oxide of.....lbs.	81,471	226,266	9,058	31,257
All other (including crayons).....	.....	.....	537,307	615,450
Paper:				
Bags.....	.....	.....	672,784	552,888
Books, music, maps, engravings, etc.....	.....	.....	384,961	556,977
Boxes and cartons.....	.....	.....	59,063	48,922
Carbon paper.....	.....	.....	20,312	26,822
Cash register and adding machine paper.....	.....	.....	(a)	6,953
Paper board, etc.....	.....	.....	301,346	309,182

a Included in "All other paper" prior to 1918.

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
WEST INDIES—CUBA—continued.				
...er—Continued.				
...aper hangings			$3,677	$5,065
...laying cards			16,104	20,146
...rinting paper—				
News print...lbs.	15,278,698	19,667,822	478,601	708,298
All other...lbs.	14,776,841	9,553,452	1,117,523	890,573
...issue and toilet paper			(a)	101,675
...owels and napkins			(a)	35,310
...ax paper			(a)	25,751
...rapping paper...lbs.	15,308,606	19,065,424	645,672	1,014,648
...riting paper and envelopes			340,166	499,557
...ll other			311,861	522,532
...raffin and paraffin wax...lbs.	548,787	2,383,445	41,478	243,291
...ncils (except slate), and pencil leads			95,781	133,987
...nholders...gross	1,939	3,331	3,500	5,990
...ns:				
Fountain...No.	21,745	9,083	11,882	6,359
Metallic (except gold)...gross	23,012	20,668	10,847	12,995
...rfumeries, cosmetics, etc			172,902	295,141
...onographs, graphophones, etc., and records, and materials for:				
Phonographs, graphophones, etc...No.	6,511	6,961	110,208	161,426
Records and materials for			138,572	165,621
...hotographic goods:				
Cameras			11,912	18,997
Motion-picture films...lin. ft.	1,782,800	2,138,626	46,432	84,011
Other sensitized goods			80,186	140,393
All other			35,041	31,964
...laster: Builders and common			87,584	78,626
...lated ware (except cutlery and jewelry):				
Silver plated			179,070	309,713
All other			74,800	125,019
Plates, electrotype and stereotype			6,608	22,348
Plumbago or graphite, and manufactures of			29,106	32,941
Refrigerators			57,324	73,924
Roofing, felt, and similar materials			103,026	261,014
Salt...lbs.	41,954,223	60,755,776	187,211	436,008
Seeds			21,034	28,108
Shoe findings			40,660	84,206
Silks, manufactures of			271,260	353,121
Silk, artificial, manufactures of			20,960	87,857
Soap:				
Toilet or fancy			148,881	313,810
All other...lbs.	5,825,019	8,339,548	372,752	724,031
Spices			9,736	31,968
Spirits, wines, malt liquors, and other beverages:				
Malt liquors—				
In bottles...doz. qts.	94,554	139,581	128,452	212,327
In other coverings...galls.	12,125	3,646	6,205	2,073
Spirits, distilled...pf. galls.	13,565	7,662	18,602	19,954
Wines...galls.	196,584	135,295	84,046	74,484
All other			47,757	71,635
Starch...lbs.	2,383,028	4,926,477	73,652	312,941
Stearin, vegetable...lbs.	116,443	223,052	15,262	46,968
Stone and manufactures:				
Grindstones			27,947	15,803
All other			73,727	108,568
Straw and palm leaf, manufactures of			174,809	397,698
Sugar, refined...lbs.	3,857,692	618,339	229,035	44,059
Surgical appliances (not including instruments)			205,064	314,547
Suspenders and garters				152,361
Tin, in pigs, bars, etc...lbs.	13,653	6,962	6,069	3,224
Tobacco, manufactures of:				
Plug...lbs.	228,023	246,905	43,675	61,587
Smoking...lbs.	59,489	106,748	21,448	37,543
All other			22,719	25,352
Toys			205,149	205,219
Trunks, valises, and traveling bags			131,912	119,401
Type...lbs.	30,741	35,292	11,398	14,383
Typewriter ribbons			16,051	13,731
Umbrellas and parasols			56,381	123,743

a Included in "All other paper" prior to 1918.

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
WEST INDIES—CUBA—continued.				
Vegetables:				
Beans and dried peas.....bush..	450,603	696,945	$2,186,218	$4,096,980
Onions.....bush..	77,012	179,949	155,659	309,205
Pickles and sauces			52,289	106,704
Potatoes (except sweet potatoes).....bush..	1,278,148	1,887,999	1,815,705	2,979,676
Vegetables, canned			424,483	376,306
All other			60,773	73,543
Vinegar.....galls..	15,265	15,678	2,381	4,504
Wall boards (substitute for plaster)			14,213	77,210
Wax, manufactures of			8,509	12,563
Wood:				
Logs and other round timber.....M ft..	2,498	755	107,907	22,699
Timber, hewn and sawed.....M ft..	6,762	12,496	113,767	337,614
Lumber—				
Boards, planks, and scantlings—				
Cypress.....M ft..	2,001	4,518	67,813	169,242
Gum.....M ft..	1,699	1,223	37,544	36,212
Pine—				
White.....M ft..	4,346	5,473	192,100	256,781
Yellow—				
Pitch.....M ft..	158,106	192,690	2,971,619	5,153,178
Short leaf.....M ft..	1,853	338	31,395	10,927
All other.....M ft..	2,044	2,754	44,773	71,011
Spruce.....M ft..	1,412	13	22,579	1,688
All other.....M ft..	228	2,378	8,153	79,767
Railroad ties.....No..	502,059	804,718	384,969	901,184
Shooks—				
Box			468,919	627,817
All other.....No..	52,647	234,739	148,590	265,092
Staves.....No..	862,155	8,698,037	18,692	177,492
Headings			15,856	78,312
All other lumber			134,336	56,549
Doors, sash, and blinds			16,974	10,730
Furniture			1,204,971	1,544,480
Handles, implement and tool				56,657
Hogsheads and barrels, empty			116,374	63,579
Trimmings, moldings, etc			20,839	32,041
Woodenware			19,723	24,008
All other manufactures of			628,775	789,609
Wool, manufactures of:				
Blankets				76,547
Cloths and dress goods.....yds..		920,315		1,140,002
Wearing apparel			174,872	91,025
All other manufactures of			844,623	118,642
Yeast			22,103	20,913
Zinc:				
Plates and sheets.....lbs..	102,541	33,377	20,412	6,761
All other manufactures of			16,439	19,869
All other articles			131,697	140,790
Total domestic exports			174,885,578	227,019,934
Total foreign exports			3,406,150	8,449,674
Total exports			178,292,328	235,469,608
DANISH WEST INDIES (VIRGIN ISLANDS OF THE UNITED STATES).				
Agricultural implements			1,524	3,050
Asbestos, manufactures of			1,042	796
Blacking (including shoe paste, etc.)			1,443	1,171
Brass, and manufactures of			1,948	1,541
Breadstuffs:				
Barley.....bush..	25	49	37	125
Bread and biscuit.....lbs..	87,178	140,617	6,873	14,234
Corn.....bush..	3,762	2,128	4,815	4,782
Corn meal and corn flour.....bbls..	13,247	15,865	75,440	160,555
Mill feed.....tons..		1		30
Oatmeal.....lbs..	28,580	39,590	1,452	2,774
Oats.....bush..	7,265	1,993	5,012	2,108
Preparations of, for table food			4,140	6,174
Rice.....lbs..	186,705	312,459	8,471	24,327
Rye flour.....bbls..	441	986	3,610	10,869
Wheat flour.....bbls..	19,526	24,724	165,456	288,601
All other breadstuffs			1,703	6,254

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
ISH WEST INDIES (VIRGIN ISLANDS OF THE UNITED STATES)—continued.				
ishes			$1,042	$1,442
dles lbs.	6,150	5,043	912	909
s, automobiles, and other vehicles:				
utomobiles—				
Commercial No.		2		2,845
Passenger No.	18	23	9,114	12,313
Parts of (not including engines, etc.)			1,876	2,844
ars for railways, other than steam			2,002	
All other			3,359	2,864
ment, hydraulic bbls.	3,941	2,626	9,042	7,362
emicals, drugs, dyes, and medicines:				
Acids			1,022	1,352
Medicinal and pharmaceutical preparations			4,811	7,534
Soda, salts, and preparations of			1,878	2,247
All other			10,927	11,942
ocks and watches, and parts of			1,560	2,701
al—Bituminous tons.	40,811	23,183	175,293	127,431
ocoa and chocolate, prepared, etc			1,512	3,303
offee:				
Green, or raw lbs.	47,832	27,323	6,415	3,644
Roasted, or prepared lbs.	5,085	2,360	932	442
onfectionery			4,656	15,293
otton, manufactures of:				
Cloth—				
Unbleached yds.	35,528	20,860	5,925	4,442
Bleached yds.	76,435	82,299	7,990	12,647
Colored—				
Printed yds.	118,141	78,440	11,364	12,077
Dyed in the piece yds.	12,588	107,164	2,044	19,787
All other yds.	173,158	77,110	21,745	15,628
Mill waste lbs.	10,030	4,156	1,298	562
Wearing apparel—				
Knit goods			9,378	14,952
All other			17,642	20,043
All other			14,902	25,199
Earthen, stone, and china ware:				
Brick, fire M.	81	24	1,837	600
All other			2,468	2,592
Electrical machinery and appliances (except locomotives)			3,136	11,749
Explosives:				
Cartridges, loaded			1,401	623
Dynamite lbs.	32,000		9,520	
All other			501	209
Fertilizers tons.	25	6	1,500	100
Fibers, vegetable, manufactures of:				
Bags			2,549	48
Cordage lbs.	71,569	25,601	14,648	7,147
All other manufactures of			2,308	2,241
Fish:				
Dried—				
Cod, haddock, etc lbs.	174,979	189,753	13,037	20,539
Herring lbs.	130,428	87,815	6,765	6,011
Pickled bbls.	558	804	5,215	11,112
Salmon, canned lbs.	34,589	23,629	4,100	4,633
Canned (except salmon, etc.)			2,247	2,670
All other			2,682	3,115
Fruits and nuts:				
Oranges box.	678	237	1,197	559
Prunes lbs.	11,383	5,171	1,121	689
Fruits, canned			3,787	2,510
Peanuts lbs.	52,444	41,533	2,767	4,324
All other fruits and nuts			3,666	7,764
Glass and glassware:				
Bottles, vials, etc			5,274	472
All other			3,876	7,044
Hats, and materials for			147	5,044
Household and personal effects			2,145	3,298
India rubber, manufactures of:				
Tires, for automobiles			2,753	6,939
All other			2,317	5,460
Iron and steel:				
Bar iron lbs.	58,670	44,728	2,122	2,308
Bars or rods of steel lbs.	7,862	74,651	388	3,890
Bolts, nuts, rivets, and washers lbs.	5,495	17,229	719	1,640
Castings			1,039	1,339

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
DANISH WEST INDIES (VIRGIN ISLANDS OF THE UNITED STATES)—continued.				
Iron and steel—Continued.				
Cutlery			$1,145	$2,109
Enamel ware			2,552	6,390
Hardware—Builders'			4,267	3,391
Other hardware				4,481
Machinery—				
Cash registers ..No..	3	30	475	7,105
Engines, and parts of			3,611	8,490
Metal working			1,079	5
Printing presses			1,381	395
Pumps			713	3,652
Refrigerating machinery			89	6,967
Typewriting machines			2,273	1,794
Windmills			430	829
All other			8,909	19,600
Nails and wood screws (including tacks, etc.)			6,428	5,924
Pipes and fittings ..lbs..	88,172	73,707	3,675	5,080
Galvanized iron and steel sheets ..lbs..	1,050,516	19,818	54,588	1,982
Sheets and plates, iron and steel ..lbs..	139,472	4,458	6,963	360
Structural iron ..tons..	37	277	1,987	49,351
Tools			3,781	4,518
Wire—				
Barbed and other ..lbs..	208,030	48,562	9,723	3,194
Manufactures of			1,987	1,988
All other manufactures of iron and steel			31,268	36,804
Lamps, etc. (except electric)			1,948	3,034
Lead, and manufactures of			1,425	302
Leather:				
Belting			1,989	3,663
Sole ..lbs..	4,452	7,726	2,293	3,965
All other leather			3,330	2,087
Boots and shoes—				
Children's ..pairs..	10,169	7,756	9,204	8,197
Men's ..pairs..	21,101	13,785	32,450	24,411
Women's ..pairs..	14,081	13,150	19,941	21,046
Harness and saddles			2,399	2,257
All other manufactures			1,507	1,775
Matches			164	4,407
Meat and dairy products:				
Meat products—				
Beef products—				
Beef, canned ..lbs..	5,693	3,711	1,377	1,082
Beef, pickled, and other cured ..lbs..	31,738	29,022	4,337	5,175
Oleomargarine ..lbs..	74,431	48,092	11,443	11,648
Hog products—				
Bacon ..lbs..	4,150	4,789	1,010	1,548
Hams and shoulders, cured ..lbs..	49,943	36,196	10,366	10,519
Lard ..lbs..	48,836	64,039	7,562	14,379
Lard compounds ..lbs..	168,401	183,050	25,756	38,540
Pork, pickled ..lbs..	106,916	68,210	16,218	14,538
Sausage, canned, and other ..lbs..	11,091	8,756	2,891	2,525
All other meat products—				
Canned			3,550	2,380
All other			6,588	7,677
Dairy products—				
Butter ..lbs..	55,284	87,444	15,135	37,066
Cheese ..lbs..	46,736	56,080	11,654	15,811
Milk—				
Condensed ..lbs..	23,438	29,155	3,106	4,832
All other (including cream)			24	3,479
Musical instruments			808	2,705
Notions			2,618	9,928
Oil cake and oil-cake meal:				
Cottonseed meal ..lbs..	211,677	9,545	4,886	254
Cake and meal—Linseed or flaxseed ..lbs..	106,705	168,590	2,446	4,716
All other ..lbs..	124,431	96,196	2,741	2,730
Oil:				
Gas oil and fuel oil ..galls..	32,375	3,064	2,991	533
Gasoline ..galls..	31,922	26,326	9,513	11,242
Illuminating ..galls..	83,124	130,592	8,311	19,905
Lubricating and heavy paraffin ..galls..	11,747	27,217	3,659	10,606
Corn ..lbs..	29,937	16,647	3,802	3,328
Cottonseed ..lbs..	8,885	4,928	1,284	1,036
Linseed or flaxseed ..galls..	4,703	3,272	4,620	4,371
All other			1,553	1,683

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
DANISH WEST INDIES (VIRGIN ISLANDS OF THE UNITED STATES—continued.				
Paints, pigments, colors, and varnishes:				
Dry colors (including lampblack)			$1,401	$4,144
Ready-mixed paints ..... galls.	2,678	2,511	4,597	5,850
White lead ..... lbs.	10,050	14,443	1,033	1,756
All other (including crayons)			6,779	6,310
Paper:				
Bags			1,967	2,494
Books, music, maps, etc.			2,059	5,414
Printing paper—				
News print ..... lbs.	107,606	6,066	3,746	345
All other ..... lbs.	12,120	11,381	1,179	1,441
Wrapping paper ..... lbs.	61,925	33,465	4,505	2,271
Writing paper and envelopes			3,436	4,540
All other			3,657	4,582
Perfumery, cosmetics, etc.			4,341	4,068
Phonographs, etc., and records, etc.			452	2,388
Photographic goods			2,040	5,053
Roofing felt and similar materials			3,773	420
Silk, manufactures of			4,170	2,993
Soap:				
Toilet			2,801	3,610
All other ..... lbs.	75,898	107,456	4,042	9,068
Spirits, wines, etc.:				
Malt liquors in bottles ..... doz. qts.	8,793	8,155	11,633	11,493
Alcohol, etc. (except wood) ..... pf. galls.	88,609	49,043	48,016	46,270
All other			780	2,443
Starch ..... lbs.	135,748	128,377	5,536	8,696
Straw and palm leaf, manufactures of			1,872	1,471
Sugar and molasses:				
Molasses and sirup ..... galls.	38,533	31,263	2,332	2,197
Sugar ..... lbs.	165,660	199,882	10,646	16,604
Surgical appliances (not including instruments)			1,742	3,125
Tobacco:				
Unmanufactured—leaf ..... lbs.	91,894	65,514	9,816	10,574
Manufactures of—				
Cigarettes ..... M.	723	1,666	2,056	8,087
Cigars and cheroots ..... M.	432	89	7,404	1,753
Plug ..... lbs.	7,895	3,413	1,759	1,051
Smoking ..... lbs.	1,111	4,075	594	1,419
All other			659	610
Toys			1,672	1,758
Trunks and valises			1,312	741
Vegetables:				
Beans and dried peas ..... bush.	3,467	2,876	17,651	17,174
Onions ..... bush.	619	1,211	1,369	3,001
Potatoes (except sweet potatoes) ..... bush.	5,533	6,789	9,499	10,060
Canned			2,458	3,858
All other			752	2,933
Wood:				
Lumber—				
Boards—				
Pine—				
White ..... M ft.	421	152	16,063	9,015
Yellow—Pitch ..... M ft.	1,834	404	52,086	16,762
All other ..... M ft.	70	89	1,934	4,884
Shooks—				
Box			1,802	238
Other ..... No.	1,337	327	3,181	350
All other lumber			2,769	1,110
Furniture			2,911	3,845
Hogsheads, empty			444	1,709
All other manufactures of			2,743	6,733
Wool, and manufactures of			1,754	2,331
All other articles			23,824	35,185
Total domestic exports			1,418,106	1,783,380
Total foreign exports			20,798	23,964
Total exports			1,438,904	1,807,344

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
WEST INDIES—DOMINICAN REPUBLIC.				
Agricultural implements, and parts of:				
Plows and cultivators			$2,855	$3,469
All other			50,586	116,066
Animals:				
Cattle.....No.	3	26	215	4,359
All other			4,094	3,599
Asbestos, manufactures of			8,848	28,883
Athletic and sporting goods			3,479	8,732
Blacking (including shoe paste, etc.)			10,726	13,408
Bone, manufactures of			3,789	
Brass, and manufactures of			32,280	32,687
Breadstuffs:				
Bread and biscuits.....lbs.	780,805	337,787	93,901	49,929
Corn meal and corn flour.....bbls.	2,379	918	13,294	9,204
Oats.....bush.	5,524	1,118	3,972	1,266
Oatmeal and rolled oats.....lbs.	20,216	32,138	1,089	2,290
Preparations of, for table food			29,488	23,262
Rice.....lbs.	15,476,048	4,652,694	681,837	338,551
Wheat flour.....bbls.	106,515	26,873	934,885	328,328
All other breadstuffs			11,962	7,416
Bronze, manufactures of			6,259	7,310
Brooms			1,051	2,758
Brushes			6,300	9,721
Buttons, and parts of			11,986	14,205
Candles.....lbs.	617,441	35,616	66,465	7,139
Cars, automobiles, and other vehicles:				
Automobiles, and parts of—				
Commercial.....No.	22	21	23,640	13,323
Passenger.....No.	191	248	96,173	157,607
Parts of (not including engines, etc.)			35,301	39,816
Carriages.....No.	24	10	3,695	1,524
Cars for steam railways—Freight and other....No.		66	116,770	102,183
Cars for other railways.....No.		47	167,482	29,286
Bicycles, tricycles, etc			10,169	10,393
Wagons.....No.	118	24	4,243	3,351
Wheelbarrows, push carts, etc			2,861	4,990
All other, and parts of			46,875	62,255
Celluloid, and manufactures of			5,803	6,915
Cement, hydraulic.....bbls.	80,860	99,851	146,129	244,354
Chemicals, drugs, dyes, and medicines:				
Acids			15,292	8,839
Calcium carbide.....lbs.	816,062	382,213	30,996	24,634
Medicinal and pharmaceutical preparations			153,134	135,411
Soda, salts, and preparations of			18,293	32,823
All other			175,506	91,656
Chewing gum			7,725	7,115
Fire clay.....tons.	120	211	1,658	3,547
Clocks and watches, and parts of			6,080	9,407
Coal and coke:				
Coal—				
Anthracite.....tons.	12,160	4,722	88,441	30,953
Bituminous.....tons.	17,219	24,257	81,681	127,179
Coke.....tons.	42	57	676	1,365
Cocoa and chocolate, prepared, etc			19,496	9,429
Coffee, green, roasted, or prepared.....lbs.	60,663	27,200	9,260	4,788
Confectionery			86,475	82,312
Copper:				
Pipes and tubes.....lbs.		107,660		40,271
Plates and sheets.....lbs.	7,478	7,605	2,793	2,775
All other manufactures of			24,578	14,393
Cork, manufactures of			4,881	3,026
Cotton, manufactures of:				
Blankets and comforts				61,888
Cloth—				
Unbleached.....yds.	2,346,733	1,662,806	205,166	200,784
Bleached.....yds.	3,005,739	2,691,501	279,426	365,205
Colored—				
Printed.....yds.	4,340,091	3,932,214	372,238	507,793
Dyed in the piece.....yds.	2,145,187	3,226,046	223,737	441,523
All other.....yds.	9,571,269	6,092,226	1,039,938	860,214
Laces and embroideries			57,168	63,399
Mill waste.....lbs.	52,315	53,866	5,356	6,313
Wearing apparel—				
Corsets			3,281	3,470
Knit goods			124,785	138,217
All other			158,205	191,140
All other			196,370	174,021

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
WEST INDIES—DOMINICAN REPUBLIC—continued.				
...al goods			$3,081	$3,093
...hen, stone, and china ware:				
...icks—				
Building M.	473	845	6,910	19,852
Fire M.	710	1,007	24,008	50,427
...inaware			14,582	19,088
...arthen and stone ware			29,948	43,363
...nitary earthenware, etc			3,334	9,261
...ll other			18,832	14,270
...ctrical machinery and appliances (except locomotives):				
...atteries			4,396	6,655
...ynamos or generators			5,363	21,064
...nsulated wires and cables			4,623	15,929
...nterior wiring supplies			3,556	4,295
Lamps, incandescent—Metal filament No.	37,883	29,980	10,549	10,438
Motors			4,233	48,385
Telephones			5,943	3,820
Transformers			1,320	5,304
All other			40,247	71,397
...xplosives:				
Cartridges, loaded			508	310
Dynamite lbs.	14,680	12,250	3,045	3,668
Gunpowder lbs.	320		216	
All other			4,450	6,564
...ibers, vegetable, manufactures of:				
Bags			162,925	639,588
Cordage lbs.	213,532	209,790	40,895	55,029
Twine			13,990	26,125
All other manufactures of			13,392	31,207
Fish:				
Dried, smoked, or cured—				
Cod, haddock, etc. lbs.	1,600,666	1,356,963	125,657	150,863
Herring lbs.	869,588	486,239	53,844	38,426
All other lbs.	29,872	53,010	2,212	5,512
Pickled bbls.	416	493	5,278	8,050
Canned—				
Salmon lbs.	231,413	100,417	22,859	14,148
All other (except shellfish)			41,217	55,733
All other fish and fish products			5,537	8,636
Flavoring extracts and fruit juices			9,287	7,002
Fruits and nuts:				
Fruits—				
Apples, green or ripe bbls.	1,505	1,355	6,580	7,590
Raisins, and other dried grapes lbs.	80,789	39,318	8,384	5,322
All other, green, ripe, or dried			20,473	28,055
Preserved and canned			11,097	23,374
Nuts			4,068	5,928
Furniture of metal			42,845	37,435
Glass and glassware:				
Bottles, vials, demijohns, carboys, and jars			8,435	8,694
All other			43,594	52,852
Glue lbs.	15,417	11,792	4,127	3,596
Gold and silver, manufactures of, including jewelry			4,315	3,162
Grease:				
Lubricating			13,788	18,084
Soap stock, and other			6,110	320
Hats, and material for:				
For men and boys—				
Felt				10,793
All other				31,314
For women and children				6,717
Trimmings			1,306	5,340
Household and personal effects			21,279	20,266
India rubber, manufactures of:				
Belting, hose, and packing			11,837	17,730
Druggists' sundries				8,842
Tires—				
For automobiles			37,441	61,684
All other			6,105	7,795
All other manufactures of			24,643	18,744
Ink—Printers' and other			10,616	10,791
Instruments and apparatus for scientific purposes			14,636	14,025

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
WEST INDIES—DOMINICAN REPUBLIC—continued.				
Iron and steel:				
Bar iron.....lbs..	796 487	879,714	$32,758	$43,575
Bars and rods of steel.....lbs..	1,020,982	1,550 257	40,232	64,933
Bolts, nuts, rivets, and washers.....lbs..	382,284	272,117	25,099	25,501
Car wheels and axles.....	.....	.....	.....	4,266
Chains.....	.....	.....	.....	11,412
Castings, n. e. s.....	.....	.....	15,231	28,817
Cutlery—				
Razors.....	.....	.....	3,415	6,112
Table.....	.....	.....	6,822	9,517
All other.....	.....	.....	22,440	26,725
Enamel ware—				
Bathtubs.....No..	137	161	2 538	3,748
Lavatories and sinks.....	.....	.....	7,286	5,946
All other.....	.....	.....	53,724	54,957
Firearms.....	.....	.....	1,427	79
Hardware—Builders'.....	.....	.....	49,548	33,108
Other hardware.....	.....	.....	.....	16,325
Machinery, machines, and parts of—				
Adding and calculating machines.....No..	14	23	3,396	4,229
Air-compressing machinery.....	.....	.....	2,530	6,665
Cash registers, and parts of.....No..	28	45	3,157	6.310
Elevators and elevator machinery.....	.....	.....	25,811	16,746
Engines, and parts of—				
Electric locomotives.....No..	.....	1	.....	3,200
Internal-combustion engines—				
Gas, stationary.....No..	8	10	3,045	741
Gasoline—				
Marine.....No..	10	11	1,663	4,008
Stationary.....No..	20	24	2,793	3,543
Traction and caterpillar.....No..	1	4	4,650	3 500
Kerosene engines.....No..	.....	6	.....	5,529
Steam engines—				
Locomotives.....No..	13	6	111,310	63,068
Stationary.....No..	5	8	21,614	7,753
Traction and caterpillar.....No..	4	6	14,667	9,520
All other engines.....No..	39	27	11,264	17,373
Parts of.....	.....	.....	175,385	266,004
Excavating machinery.....	.....	.....	.....	14,272
Laundry machinery.....	.....	.....	943	5 923
Metal-working machinery.....	.....	.....	33 370	52,198
Mining machinery.....	.....	.....	2,773	4,744
Printing presses.....	.....	.....	6,768	3,496
Pumps and pumping machinery.....	.....	.....	74,595	127,920
Refrigerating machinery.....	.....	.....	13,676	3,713
Road-making machinery.....	.....	.....	.....	6,263
Sewing machines.....	.....	.....	37,108	19,537
Sugar-mill machinery.....	.....	.....	346,117	861,568
Typesetting machines.....	.....	.....	.....	18 038
Typewriting machines.....	.....	.....	18,631	34,957
Windmills.....	.....	.....	9,902	12,062
Woodworking machinery—				
Sawmill machinery.....	.....	.....	15,900	3,712
All other.....	.....	.....	1,182	1,452
All other machinery, and parts of.....	.....	.....	133,699	189,443
Nails and wood screws—				
Cut nails.....lbs..	75,234	45,331	2,740	2,378
Wire nails.....lbs..	953,640	584,507	38,648	34,174
Wood screws.....	.....	.....	.....	1,867
All other (including tacks).....lbs..	303,931	305,257	13,753	26,018
Pipes and fittings—				
Cast.....lbs..	608,689	2,224,202	27,748	144,920
Wrought.....lbs..	822,202	1,457,381	50,714	153,798
Railway track material—				
Railroad spikes.....lbs..	489,585	457,290	15,773	25,062
Rails, of steel.....tons..	5,554	1,746	221,139	108,103
Switches, frogs, splice bars, etc.....	.....	.....	36,339	120,794
Safes.....No..	101	74	8,599	5,235
Scales and balances.....	.....	.....	19,078	27,890
Sheets and plates—				
Galvanized iron and steel sheets.....lbs..	3,098,189	1,912,409	165,736	158,788
Iron sheets and plates.....lbs..	84,201	97,409	4,031	6 904
Steel plates.....lbs..	339,662	74,228	16,487	7,125
Steel sheets.....lbs..	57,014	264,275	3,445	24,636
Stoves and ranges, and parts of.....	.....	.....	7,999	7,352

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
WEST INDIES—DOMINICAN REPUBLIC—continued.				
and steel—Continued.				
ructural iron and steel.....tons..	1,090	2,044	$95,054	$199,289
plates, and manufactures of.....	.....	.....	32,361	9,680
ols, n. e. s.—				
xes.....No..	18,021	27,981	12,160	21,028
saws.....	.....	.....	4,469	8,583
Shovels and spades.....	.....	.....	3,973	7,053
All other.....	.....	.....	39,895	56,775
ire, and manufactures of—				
Wire—				
Barbed.....lbs..	1,900,577	1,669,666	80,087	101,296
All other.....lbs..	264,486	339,741	17,264	28,585
Manufactures of—				
Woven-wire fencing.....	.....	.....	4,559	3,628
All other.....	.....	.....	38,103	31,052
All other manufactures of iron and steel.....	.....	.....	244,803	414,180
nps, chandeliers, and all devices for illuminating				
urposes (except electric).....	.....	.....	13,777	14,367
d, and manufactures of.....	.....	.....	5,252	5,933
ther:				
elting.....	.....	.....	18,585	28,894
Patent.....	.....	.....	14,286	16,825
Upper—				
Calf.....sq. ft..	45,948	63,752	13,214	31,439
Kid.....sq. ft..	239,809	252,388	76,355	97,009
Grain and split.....sq. ft..	.....	21,811	.....	5,662
All other upper.....	.....	.....	32,889	57,184
All other leather.....	.....	.....	31,916	25,847
Manufactures of—				
Boots and shoes—				
Children's.....pairs..	54,548	75,192	56,006	102,366
Men's.....pairs..	39,950	63,364	95,976	186,218
Women's.....pairs..	64,156	125,047	99,021	245,245
Harness and saddles.....	.....	.....	10,989	9,411
All other.....	.....	.....	19,501	14,946
eather, imitation.....	.....	.....	1,854	4,480
Lime.....bbls..	3,036	2,543	6,656	7,151
Matches.....	.....	.....	5,606	19,325
Meat and dairy products:				
Meat products—				
Beef products—				
Beef, pickled, and other cured.....lbs..	26,110	15,499	3,938	3,138
Oleomargarine, imitation butter.....lbs..	144,007	46,748	22,557	10,839
Tallow.....lbs..	574,247	14,520	55,353	2,574
Hog products—				
Bacon.....lbs..	15,961	19,290	3,442	5,174
Hams and shoulders.....lbs..	299,799	174,338	73,320	55,455
Lard.....lbs..	1,752,069	621,242	333,961	163,111
Neutral lard.....lbs..	561	400	108	109
Pork, canned.....lbs..	3,075	23,633	638	5,021
Pork, pickled.....lbs..	208,903	155,662	31,957	33,895
Lard compounds.....lbs..	28,324	117,053	4,751	30,750
Sausage—				
Canned.....lbs..	135,685	31,595	31,529	9,102
All other.....lbs..	283,885	119,814	69,040	34,055
Stearin from animal fats.....lbs..	4,963	50,816	695	11,405
All other meat products—				
Canned.....	.....	.....	14,696	8,239
All other.....	.....	.....	12,393	12,572
Dairy products—				
Butter.....lbs..	118,690	67,678	31,381	22,640
Cheese.....lbs..	152,977	144,602	40,371	47,865
Milk—condensed and all other.....lbs..	187,260	315,974	25,244	53,593
Musical instruments:				
Player pianos.....No..	35	30	11,868	11,202
Pianos, all other.....No..	55	39	12,139	9,729
All other (including perforated music rolls).....	.....	.....	3,885	3,142
Naval stores:				
Rosin.....bbls..	2,654	244	18,339	1,986
All other.....	.....	.....	2,565	2,737
Notions, n. e. s.....	.....	.....	15,262	10,742
Oilcloth and linoleum	.....	.....	8,178	12,572

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
WEST INDIES—DOMINICAN REPUBLIC—continued.				
Oils:				
Mineral—				
Crude.....galls..	426,647	2,652	$10,706	$317
Refined or manufactured—				
Gas and fuel.....galls..	335,278	250,592	17,885	34,661
Illuminating.....galls..	977,418	1,089,599	134,646	179,948
Lubricating and heavy paraffin.....galls..	157,762	199,346	54,632	80,314
Naphthas, etc.—				
Gasoline.....galls..	412,427	526,057	107,256	169,320
All other (including residuum, etc.)....galls..	486,345	500	72,858	167
Vegetable—				
Fixed or expressed—				
Corn.....lbs..	864,152	311,612	113,994	51,943
Cottonseed.....lbs..	1,109,078	641,984	154,178	127,488
Linseed or flaxseed.....lbs..	17,088	16,619	16,911	20,117
All other.....			7,383	5,703
Volatile or essential.....			2,196	2,600
Paints, pigments, colors, and varnishes:				
Dry colors.....			7,128	19,361
Ready-mixed paints.....galls..	15,706	19,595	27,933	37,585
White lead.....lbs..	38,017	31,862	3,609	3,511
All other (including crayons).....			46,079	59,913
Paper:				
Bags.....			3,100	7,621
Books, music, maps, engravings, etchings, photographs and other printed matter.....			33,210	50,475
Boxes and cartons.....			9,036	7,628
Paper boards (strawboard, etc.).....			3,947	5,587
Printing paper (including news print).....lbs..	447,294	544,586	37,110	38,594
Wrapping paper.....lbs..	760,864	950,435	53,016	69,677
Writing paper and envelopes.....			35,979	63,347
All other.....			28,864	20,145
Paraffin and paraffin wax.....lbs..	136,876	60,196	11,391	6,514
Pencils (except slate) and pencil leads.....			5,701	6,968
Perfumery, cosmetics, etc.....			22,636	27,455
Phonographs, graphophones, gramophones, and records, and materials for: Phonographs, etc., records, etc.....			9,870	15,274
Photographic goods:				
Cameras.....			499	2,029
Motion-picture films.....lin. ft..	175,304	322,351	3,678	13,707
Sensitized.....			2,658	5,667
All other.....			2,820	4,339
Plated ware—Gold, silver, and all other.....			12,155	17,126
Refrigerators.....			3,330	5,206
Roofing felt and similar materials.....			4,401	25,543
Shoe findings.....			12,655	20,199
Silk, manufactures of.....			22,661	35,870
Soap:				
Toilet.....			30,692	34,956
All other.....lbs..	3,502,075	3,277,850	194,868	278,072
Spices.....			4,211	6,533
Spirits, wines, malt liquors, and other beverages:				
Malt liquors—				
In bottles.....doz. qts..	138,152	101,824	205,833	159,687
In other coverings.....galls..	2,245	2,350	998	995
Whisky, bourbon and rye.....pf. galls..	1,399	1,700	3,199	5,227
All other distilled.....pf. galls..	1,108	1,217	1,607	4,625
Wines.....galls..	4,686	1,789	4,016	3,546
Other beverages.....			10,705	21,751
Starch.....lbs..	73,488	43,032	3,301	3,514
Stone, and manufactures of.....			6,178	9,231
Straw and palm leaf, manufactures of.....			30,993	11,358
Sugar, refined.....lbs..	2,109,952	434,446	135,607	31,111
Surgical appliances (not including instruments).....			10,218	15,542
Suspenders and garters.....				19,248
Tobacco, manufactures of:				
Cigarettes.....M..	1,031	3,169	5,366	18,376
Plug.....lbs..	14,300	4,009	3,739	1,308
All other manufactures of.....			6,576	10,696
Toys.....			13,338	13,159
Trunks, valises, and traveling bags.....			3,637	5,072
Umbrellas and parasols.....			34,116	27,963

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
WEST INDIES—DOMINICAN REPUBLIC—continued.				
Vegetables:				
Beans and dried peas.....bush..	2,307	1,396	$12,703	$9,584
Onions.....bush..	7,906	10,887	24,498	23,069
Pickles and sauces			11,770	11,833
Potatoes (except sweet potatoes).....bush..	17,318	18,007	30,168	26,281
Vegetables, canned			35,509	20,514
All other			4,679	4,921
Wood:				
Logs, etc.....M ft..	118	56	5,013	3,561
Lumber—				
Boards, planks, and scantling—				
Pine—				
White.....M ft..	1,275	911	51,275	45,783
Yellow—				
Pitch.....M ft..	7,637	4,229	184,140	138,263
Short leaf.....M ft..	266	95	9,921	5,624
All other.....M ft..	199	360	8,298	17,481
Railroad ties.....No..		35,450		47,013
All other boards, etc.....M ft..	52	107	2,265	6,415
Shooks—Box and other			21,530	14,861
All other			14,707	8,423
Furniture			84,728	142,698
Hogsheads and barrels, empty			13,609	33,369
Trimmings, moldings, etc			1,447	2,453
All other manufactures of			44,251	48,727
Wool, manufactures of:				
Cloths and dress goods.....yds..		29,640		37,969
Wearing apparel			19,388	25,070
All other			39,670	6,573
All other articles			44,604	86,106
Total domestic exports			13,359,473	15,107,090
Total foreign exports			434,952	904,600
Total exports			13,794,425	16,011,690
WEST INDIES—DUTCH.				
Agricultural implements			3,003	2,619
Animals (including fowls)			353	
Asbestos, manufactures of			7,056	9,874
Brass, and manufactures of:				
Bars, plates, sheets, etc.....lbs..	12,125	987	4,615	266
All other manufactures of			4,560	10,196
Breadstuffs:				
Bread and biscuit.....lbs..	212,434	85,979	14,916	8,182
Corn.....bush..	6,660	67	7,009	128
Corn meal and corn flour.....bbls..	25,557	3,088	135,472	29,965
Oats.....bush..	85	1,755	53	1,676
Preparations of, for table food			4,451	1,608
Rice.....lbs..	174,155	55,618	8,139	5,432
Rye flour.....bbls..	299	499	2,115	5,790
Wheat flour.....bbls..	17,817	8,417	145,796	95,257
All other bread stuffs			1,092	140
Cars, automobiles, and other vehicles:				
Automobiles, and parts of—				
Commercial.....No..	2		2,095	
Passenger.....No..	32	12	19,191	7,435
Parts of (not including engines, etc.)			6,052	4,707
Cars, for railways			8,568	
All other			3,798	5,834
Cement, hydraulic.....bbls..	21,766	18,261	46,337	48,318
Chemicals, drugs, dyes, and medicines:				
Acids			860	3,221
Medicinal and pharmaceutical preparations			4,561	10,018
Soda, salts, and preparations of			1,375	9,967
All other			13,154	15,775
Coal, bituminous.....tons..	45,046	18,743	180,025	89,640
Coffee.....lbs..	38,030	12	5,785	6
Confectionery			8,913	7,001
Copper:				
Plates and sheets.....lbs..	15,753	12,085	6,200	3,766
All other manufactures of			9,138	4,733

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
WEST INDIES—DUTCH—continued.				
Cotton, manufactures of:				
Cloth—				
Unbleached.....yds..	208,686	173,726	$26,601	$34,936
Bleached.....yds..	300,205	191,729	30,929	32,848
Colored—				
Printed.....yds..	419,559	332,262	34,176	38,759
Dyed in the piece.....yds..	60,524	276,675	6,060	37,452
All other.....yds..	548,968	173,919	58,870	26,233
Laces and embroideries			2,278	1,979
Wearing apparel—				
Corsets			1,725	1,831
Knit goods			17,219	9,899
All other			52,697	18,127
All other			28,798	19,761
Earthen, stone, and china ware:				
Brick, fire.....M..	66	188	2,187	2,711
All other			3,177	6,805
Electrical machinery, appliances, and instruments			10,629	30,444
Explosives:				
Dynamite.....lbs..		12,800		5,000
All other			7,205	967
Fibers, vegetables, manufactures of:				
Bags			15,081	60,619
Cordage.....lbs..	108,732	57,276	20,339	17,011
Twine			4,047	1,513
All other manufactures of			3,963	843
Fish:				
Dried, smoked, or cured—				
Cod, haddock, hake, etc.....lbs..	22,347	10,692	2,040	1,496
Herring.....lbs..	44,300	12,921	2,598	992
Salmon, canned.....lbs..	24,673	8,370	2,782	1,683
All other fish and fish products			3,470	2,799
Fruits and nuts:				
Fruits—				
Green, ripe or dried			4,156	4,405
Prepared or preserved—				
Canned			3,423	1,725
All other			673	875
Nuts			1,077	331
Glass and glassware:				
Bottles, vials, demijohns, etc			8,270	1,288
All other			5,792	6,530
Gold and silver, manufactures of, including jewelry:				
Gold and silver, manufactures of			1,066	349
Jewelry			6,373	10,476
Hats, and materials for				5,367
Household and personal effects			1,193	690
India rubber, manufactures of:				
Belting, hose, and packing			1,517	1,312
Tires—				
For automobiles			7,386	9,034
All other			1,249	417
All other			3,131	3,026
Instruments and apparatus for scientific purposes			2,511	1,652
Iron and steel:				
Bar iron.....lbs..	52,564	103,032	2,213	6,230
Bars or rods of steel.....lbs..	81,765	133,477	4,507	7,196
Bolts, nuts, rivets, and washers.....lbs..	54,692	19,537	3,269	1,581
Castings, n. e. s			5,120	4,063
Chains				6,178
Cutlery			2,099	2,335
Enamel ware			5,848	7,189
Hardware—				
Builders'			9,506	3,964
Other hardware				2,939
Machinery, machines, and parts of—				
Air-compressing machinery				244
Elevators and elevator machinery			6,116	563
Engines, and parts of—				
Engines.....No..	2	16	360	3,668
Parts of			16,333	7,490
Metal-working machinery			3,402	13,743
Mining machinery			8,886	2,960
Pumps and pumping machinery			18,016	14,504

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
WEST INDIES—DUTCH—con'inued.				
n and steel—Continued.				
lachinery, machines, and parts of—Continued.				
Sewing machines			$2,500	$1,381
Sugar-mill machinery			265	4,739
Typewriting machines			2,473	2,385
Windmills			1,180	3,146
All other, and parts of			14,042	48,484
Nails and wood screws (including tacks) lbs.	63,016		3,841	6,582
Pipes and fittings—				
Cast lbs.	930,098	306,912	33,600	30,576
Wrought lbs.	1,997,192	387,534	94,309	40,317
Railway track material, switches, frogs, etc			1,112	6,880
Sheets and plates—				
Iron lbs.	93,627	42,909	4,030	4,292
Steel lbs.	2,244,613	36,879	72,182	2,508
Stoves and ranges, and parts of			3,285	926
Structural iron and steel tons.	34	98	3,792	12,650
Tools, n. e. s			5,817	8,852
Wire, and manufactures of—				
Wire lbs.	97,960	31,992	4,978	2,257
Manufactures of			7,869	11,276
All other manufactures of iron and steel			78,375	50,503
ead, and manufactures of			1,986	10,401
eather:				
Belting			3,585	1,004
Upper—				
Kid sq. ft.	20,863	15,081	$,410	5,536
All other upper			4,452	1,670
All other leather			2,094	1,853
Manufactures of—				
Boots and shoes—				
Children's pairs.	2,617	6,147	2,581	6,972
Men's pairs.	8,678	8,610	13,709	17,970
Women's pairs.	5,479	13,652	6,822	16,608
All other			1,407	1,409
Meat and dairy products:				
Meat products—				
Beef products—				
Beef, canned lbs.	8,671	2,565	2,148	725
Beef, pickled, or other cured lbs.	59,488	13,851	7,097	2,406
Oleomargarine, imitation butter lbs.	63,398	32,951	8,938	7,541
All other lbs.	8,246		1,027	224
Hog products—				
Ham and shoulders, cured lbs.	21,594	10,822	4,848	3,344
Lard lbs.	39,211	28,854	6,786	6,897
Pork, pickled lbs.	34,900	19,020	4,143	2,721
All other lbs.	4,357		876	216
Lard compounds, and other substitutes for lard lbs.	182,980	83,262	28,969	20,004
Sausage—				
Canned lbs.	8,913	2,138	2,237	789
All other lbs.	12,495	3,673	3,237	1,229
All other meat products—				
Canned			4,085	1,574
All other			10,107	6,118
Dairy products—				
Butter lbs.	31,940	22,971	11,868	9,700
Cheese lbs.	15,823	23,108	3,913	6,952
Milk, condensed and other			5,704	7,440
Musical instruments, and parts of			3,264	2,909
Naval stores			2,563	1,649
Notions, n. e. s			3,035	5,040
Oakum lbs.	28,471	14,410	3,444	2,372
Oils:				
Mineral, refined or manufactured—				
Illuminating galls.	219,773	144,643	28,946	24,263
Lubricating and heavy paraffin galls.	11,923	21,548	4,122	8,345
Naphthas—Gasoline galls.	190,059	87,300	57,525	24,130
Vegetable—Fixed or expressed—				
Corn lbs.	44,885	11,057	7,139	2,149
Cottonseed lbs.	44,734	41,873	6,815	8,701
Linseed or flaxseed galls.	5,495	7,280	5,557	9,811
All other oils			3,519	1,330
Paints, pigments, colors, and varnishes			7,829	11,724

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
WEST INDIES—DUTCH—continued.				
Paper:				
Books, music, maps, engravings, etc			$2,182	
Writing paper and envelopes			4,151	
All other			7,787	
Perfumeries, cosmetics, etc			4,872	
Phonographs, graphophones, etc., and records, and materials for			2,041	
Plated ware (except cutlery and jewelry)			7,839	
Roofing felt and like materials			443	
Silk, manufactures of			7,308	
Soap:				
Toilet or fancy			4,858	
All other lbs.	203,115	94,944	10,937	
Spirits, wines, malt liquors, and other beverages:				
Malt liquors—In bottles doz. qts.	5,156	4,012	7,587	
Spirits, distilled pf. galls.	11,511	11,115	9,038	
All other			1,909	
Straw and palm leaf, manufactures of			4,894	
Sugar, refined lbs.	255,755	19,577	16,841	
Surgical appliances (not including instruments)			2,059	
Tobacco:				
Unmanufactured—Leaf lbs.	68,920	57,203	9,274	
Manufactures of—				
Plug lbs.	37,319	51,290	8,092	
All other			1,754	
Toys			2,737	
Trunks, valises, and traveling bags			4,241	
Vegetables:				
Beans and dried peas bush.	1,668	249	8,034	
Onions bush.	893	1,380	2,582	
Potatoes (except sweet potatoes) bush.	6,249	7,335	10,200	
Vegetables, canned			3,413	
All other			1,544	
Wood:				
Timber, sawed, pitch pine M ft.	5		225	
Lumber—				
Boards, planks, and scantlings—				
Pine—				
White M ft.	76	150	2,910	
Yellow—				
Pitch M ft.	127	1,108	6,221	
All other M ft.	53	36	2,309	
All other M ft.	1	17	55	
All other lumber			2,907	
Furniture			9,682	
All other manufactures of			5,962	
Wool, manufactures of			14,010	
All other articles			30,492	
Total domestic exports			1,962,872	
Total foreign exports			8,244	
Total exports			1,971,116	
WEST INDIES—FRENCH.				
Animals (including fowls)			1,044	
Brass, manufactures of			22,896	
Breadstuffs:				
Bread and biscuit lbs.	648,338	271,228	37,016	
Corn bush.	26,655	4,224	33,679	
Corn meal and corn flour bbls.	1,072	844	6,605	
Oats bush.	24,276	14,446	17,774	
Preparations of, for table food			6,150	
Rice lbs.	1,464,544	2,182,292	60,059	
Wheat flour bbls.	129,922	65,056	1,082,102	
All other breadstuffs			3,810	
Bronze, manufactures of			1,931	
Brushes			1,560	
Candles lbs.	79,715	124,249	8,530	
Cars, automobiles, and other vehicles, etc.:				
Automobiles—				
Commercial No.	7	26	13,305	
Passenger No.	293	248	154,990	
Parts of (not including tires and engines)			24,672	
Cars, for other than steam railways			6,355	
All other			10,709	

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
WEST INDIES—FRENCH—continued.				
nent, hydraulic ..... bbls.	17,027	16,955	$31,140	$44,596
emicals, drugs, dyes, and medicines:				
Acids—				
Sulphuric ..... lbs.	67,359	136,250	2,000	5,792
Other	.....	.....	378	1,999
Formaldehyde	.....	.....	.....	9,339
Medicinal and pharmaceutical preparations	.....	.....	1,215	1,727
Potash	.....	.....	.....	77,909
Soda, salts, and preparations of	.....	.....	8,168	9,244
All other	.....	.....	111,678	150,791
al and coke:				
Coal, bituminous ..... tons.	85,315	64,814	317,745	328,839
Coke ..... tons.	203	203	3,272	5,250
offee:				
Green or raw ..... lbs.	21,856	8,886	2,303	956
Roasted or prepared ..... lbs.	3,072	17,836	310	1,734
onfectionery	.....	.....	2,532	5,021
opper:				
Ingots, bars, etc ..... lbs.	5,950	3,853	2,225	1,499
Pipes and tubes ..... lbs.	.....	43,735	.....	20,654
Plates and sheets ..... lbs.	37,072	78,131	13,975	29,178
All other manufactures of	.....	.....	35,296	53,590
otton:				
Manufactures of—				
Blankets and comforts	.....	.....	.....	7,364
Cloths—				
Unbleached ..... yds.	180,650	118,405	32,430	17,136
Bleached ..... yds.	71,174	308,544	10,113	62,589
Colored—				
Printed ..... yds.	224,308	529,262	19,725	78,417
Dyed in the piece ..... yds.	28,303	478,871	3,472	81,219
All other ..... yds.	766,653	301,507	95,914	51,372
Wearing apparel—				
Knit goods	.....	.....	6,827	17,676
All other	.....	.....	8,525	15,250
All other	.....	.....	19,665	23,155
Earthen, stone, and china ware	.....	.....	4,561	13,997
Electrical machinery, appliances, etc	.....	.....	5,986	15,345
Explosives	.....	.....	104	547
Fertilizers (except phosphate rock) ..... tons.	4,631	6,679	92,376	423,609
Fibers, vegetable, manufactures of:				
Bags	.....	.....	2,182	11,671
Cordage ..... lbs.	120,786	184,857	20,814	42,999
Twine (except binder)	.....	.....	2,132	3,023
All other, manufactures of	.....	.....	921	1,240
Fish:				
Dried, smoked, or cured—				
Cod, haddock, etc ..... lbs.	763,312	1,347,141	64,551	145,634
Herring ..... lbs.	410,454	310,228	24,077	17,304
All other ..... lbs.	.....	75,024	.....	8,617
Pickled ..... bbls.	245	537	2,343	6,366
All other fish and fish products	.....	.....	4,090	1,671
Fruits and nuts	.....	.....	4,535	6,756
Furniture of metal	.....	.....	3,383	9,288
Glass and glassware	.....	.....	11,034	26,816
Glucose ..... lbs.	153,760	.....	4,876	.....
Grease	.....	.....	4,409	3,239
Household and personal effects	.....	.....	146	2,529
India rubber, manufactures of:				
Tires—				
For automobiles	.....	.....	19,399	36,474
All other	.....	.....	4,600	1,817
All other	.....	.....	3,977	7,227
Instruments for scientific purposes	.....	.....	156	7,340
Iron and steel:				
Bar iron ..... lbs.	117,666	197,945	4,907	12,968
Bars or rods of steel ..... lbs.	1,445,976	179,343	47,287	11,143
Bolts, rivets, nuts, etc ..... lbs.	169,279	159,702	11,879	14,918
Car wheels and axles	.....	.....	2,871	6,185
Castings, n. e. s	.....	.....	6,354	3,897
Chains	.....	.....	.....	6,272
Cutlery	.....	.....	2,237	3,537
Enamel ware	.....	.....	15,665	39,251
Hardware, builder's	.....	.....	6,944	6,005

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
WEST INDIES—FRENCH—continued.				
Iron and steel—Continued.				
Other hardware				$3,340
Hoop band and scroll lbs.	2,330,902	1,768,203	$78,766	82,981
Machinery, machines, and parts of—				
Brewer's machinery				5,700
Engines—				
Locomotives—				
Electric No.	1		4,972	
Steam No.	2	2	9,600	8,450
Stationary, steam No.	10	1	8,637	650
All other No.	20	36	15,313	14,613
Parts of			33,575	79,492
Metal-working machinery			9,787	5,254
Pumps, etc			10,470	33,563
Sewing machines			8,242	13,179
Sugar-mill machinery			19,787	20,463
Typewriting machines			3,515	5,631
All other, and parts of			42,388	50,727
Nails and wood screws—				
Wood screws				3,161
Wire nails lbs.	362,466	237,864	15,878	14,594
All other lbs.	83,673	94,864	4,739	9,366
Pipes and fittings—				
Cast lbs.	67,267	204,850	2,941	11,393
Wrought lbs.	293,396	160,625	13,256	12,525
Railroad spikes lbs.	53,460	56,412	1,847	3,793
Rails for railways—Steel tons.	523	318	22,459	20,784
Railway track material, switches, frogs, etc			13,206	17,103
Sheets and plates—				
Galvanized iron and steel sheets lbs.	619,941	725,169	40,394	71,334
Iron sheets and plates lbs.	164,974	31,565	11,228	3,351
Steel—				
Plates lbs.	382,247	291,072	26,996	21,741
Sheets lbs.	359,318	49,418	19,902	4,499
Structural iron and steel tons.	190	62	15,286	7,110
Tinplates and manufactures of—				
Tin plates, terneplates, and taggers tin lbs.	8,870	74,949	823	14,932
All other manufactures of			5,068	9,574
Tools, n. e. s			6,906	10,846
Wire, and manufactures of—				
Barbed wire lbs.	106,105	112,780	5,047	6,057
All other			7,807	10,344
All other manufactures of iron and steel			100,719	106,900
Lamps, etc. (except electric)			3,224	10,697
Lead, and manufactures of			1,571	3,441
Leather:				
Belting			3,315	6,059
Sole lbs.	605	32	290	22
Upper			1,536	3,234
All other leather			988	1,110
Manufactures of—				
Boots and shoes—				
Children's pairs.	3,662	7,243	3,954	9,686
Men's pairs.	7,165	21,685	15,149	40,720
Women's pairs.	6,261	,543	9,357	14,455
All other			3,851	2,189
Matches			12,095	17,274
Meat and dairy products:				
Meat products—				
Beef products—				
Beef, canned lbs.	69,496	8,967	16,878	2,982
Beef, pickled, etc lbs.	208,424	107,360	24,871	18,264
Oleomargarine lbs.	38,385	97,959	5,836	20,257
Tallow lbs.	54,292	15,561	7,212	3,024
All other lbs.	8,100	3,000	1,208	535
Hog products—				
Hams and shoulders lbs.	193,323	88,199	35,165	25,377
Lard lbs.	308,317	259,319	56,487	61,566
Pork, pickled lbs.	309,472	131,250	36,736	20,906
All other lbs.	5,567		1,006	988
Lard compounds, etc lbs.	314,275	179,614	49,987	38,665
Sausage—				
Canned lbs.	8,340	9,012	2,111	3,356
All other lbs.	22,822	30,559	6,072	11,237
All other meat products			38,460	59,147

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
WEST INDIES—FRENCH—continued.				
t and dairy products—Continued.				
airy products—				
Butter.....lbs..	137,962	121,683	$28,344	$30,004
Cheese.....lbs..	27,250	55,049	6,782	19,522
Milk, condensed.....lbs..	39,016	30,053	4,778	4,878
or boats.....No..	3	1	6,350	462
sical instruments and parts of.....			3,541	3,027
val stores.....			2,595	7,400
cloth and linoleum.....			4,260	3,580
s:				
Mineral—Refined or manufactured—				
Gas oil and fuel oil.....galls..	67,250	39,213	5,048	5,083
Gasoline.....galls..	221,810	275,409	61,695	88,375
Illuminating.....galls..	577,764	362,070	71,903	55,444
Lubricating, etc.....galls..	57,179	52,139	20,652	24,566
Vegetable—Fixed or expressed—				
Corn.....lbs..	989,671	193,910	121,875	29,764
Cottonseed.....lbs..	2,925,563	1,600,624	374,382	294,492
Linseed.....galls..	11,943	18,909	11,332	22,788
All other.....			3,031	10,338
ints, pigments, colors, etc.:				
White lead.....lbs..	42,961	45,605	4,485	5,692
All other (including crayons).....			13,088	21,182
aper:				
Wrapping paper.....lbs..	94,039	161,866	5,342	9,149
All other.....			9,332	11,657
erfumeries.....			1,670	2,464
oofing felt and similar materials.....			2,289	839
ilks, manufactures of.....			563	5,357
oap:				
Toilet.....			774	4,377
All other.....lbs..	1,071,957	1,493,007	49,333	101,085
pirits, wines, malt liquors, etc.:				
Malt liquors—In bottles.....doz. qts..	11,003	14,212	14,373	21,640
Wines.....galls..	6,818	16,930	2,615	7,411
All other.....			611	29,889
Sugar and molasses:				
Molasses.....galls..	219,313	35,779	27,304	3,853
Sugar, refined.....lbs..	17,843	5,007	1,566	418
Tin, in pigs, bars, etc.....lbs..	1,359	644	606	439
Tobacco:				
Unmanufactured—Leaf.....lbs..	378,204	282,728	42,665	41,951
Manufactures of.....			610	732
Vegetables:				
Beans and dried peas.....bush..	10,622	7,185	57,030	53,997
Onions.....bush..	1,267	3,198	2,842	5,725
Potatoes (except sweet).....bush..	7,694	9,466	11,124	13,530
All other.....			2,493	6,703
Wood:				
Lumber—				
Boards, deals, etc.—Pine—				
White.....M ft..	591	740	20,742	32,501
Yellow, pitch.....M ft..	5,921	3,738	163,992	145,894
All other.....M ft..	62	13	3,118	940
Shingles.....M..	267	279	1,433	3,852
Shooks—				
Box.....			135,855	21,084
All other.....No..	118,650	131,911	340,017	383,396
Staves.....No..	1,456,534	953,097	172,502	71,730
Heading.....			5,857	14,666
Railroad ties.....No..		2,064		2,043
All other.....			40,356	1,186
Furniture.....			18,290	22,752
Hogsheads and barrels, empty.....			33,324	4,229
All other manufactures of.....			8,566	23,380
Wool, manufactures of.....			4,288	2,005
Zinc—Rolled in sheets.....lbs..	25,477	15,830	5,346	3,053
All other articles.....			21,254	46,394
Total domestic exports.....			5,453,167	6,043,610
Total foreign exports.....			67,168	337,517
Total exports.....			5,520,335	6,381,127

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
WEST INDIES—HAITI.				
Agricultural implements:				
Plows and cultivators			$4,578	$20,174
All other			2,669	4,536
Asbestos, manufactures of			1,184	11,575
Blacking, shoe paste, etc			12,097	15,448
Brass, manufactures of			4,831	9,909
Breadstuffs:				
Bread and biscuit lbs.	104,859	43,813	14,060	8,096
Corn meal and corn flour bbls.	117	21	588	225
Oats bush.	15,672	4,486	9,571	3,606
Preparations of, for table food			15,632	7,563
Rice lbs.	893,596	167,064	43,399	12,438
Wheat flour bbls.	127,458	10,924	1,012,033	132,666
All other breadstuffs			4,914	1,179
Brushes			2,528	2,677
Buttons, and parts of			1,236	3,730
Candles lbs.	30,388	25,015	4,788	6,071
Cars, automobiles, and other vehicles:				
Automobiles—				
Commercial No.	2	11	1,324	10,578
Passenger No.	29	102	13,780	54,613
Other and parts of			3,962	24,385
Carriages No.	33	17	4,589	2,615
Cars for railways—				
For steam railways—				
Freight and other No.		72	366	27,373
For other railways No.		60	312	37,035
Motor cycles No.	4	14	1,015	4,026
Wheelbarrows, etc			3,173	1,825
All other			11,406	64,770
Celluloid, and manufactures of			3,170	2,879
Cement, hydraulic bbls.	40,632	41,501	63,185	83,473
Chemicals, drugs, dyes, and medicines:				
Acids			2,059	2,321
Medicinal and pharmaceutical preparations			16,534	19,180
Soda, salt and preparations of			2,313	3,396
Sulphur or brimstone tons.		42		2,498
All other			48,880	36,569
Coal and coke:				
Coal, anthracite tons.	270	190	2,873	2,479
All other tons.	238	2,011	2,252	9,445
Confectionery			14,965	13,321
Copper:				
Pipes and tubes lbs.		53,067		25,574
Wire lbs.	13,157	18,783	4,734	4,978
All other manufactures of			5,508	2,813
Cotton, manufactures of:				
Cloths—				
Unbleached yds.	4,065,292	2,553,708	280,829	312,787
Bleached yds.	3,619,053	3,786,334	323,703	539,869
Colored—				
Printed yds.	2,713,772	2,698,392	221,722	396,329
Dyed in the piece yds.	1,007,367	2,421,820	119,743	388,629
All other yds.	13,391,024	5,920,960	1,388,089	977,289
Wearing apparel—				
Knit goods			43,870	19,803
All other			35,946	7,905
Yarn lbs.		8,400	366	4,323
All other			81,815	49,596
Earthen, stone, and china ware.				
Brick, fire M.		304		17,055
Earthen and stone ware			1,528	8,255
All other			6,307	8,998
Electrical machinery, appliances, etc.:				
Dynamos or generators			5,893	45,065
Heating and cooking apparatus				9,557
Insulated wire and cables			1,563	20,730
Interior wiring supplies			900	4,175
Meters, etc			13,861	2,239
Motors			437	17,410
Switches, and accessories				3,986
Transformers			1,079	6,985
All other			10,281	36,134

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
WEST INDIES—HAITI—continued.				
, vegetable, manufactures of:				
s			$31,240	$209,243
lage lbs.	66,132	51,785	13,646	14,315
ne (except binder twine)			10,992	10,679
other			7,171	19,312
ed, smoked, or cured—				
od, haddock, etc lbs.	858,399	406,031	77,074	49,701
herring lbs.	1,583,949	349,890	90,178	25,649
All other lbs.	2,600	85,720	154	3,561
kled bbls.	14,693	12,603	121,135	117,032
other fish and fish products			21,742	4,702
s and nuts			11,179	13,263
ture of metal			5,948	3,798
s and glassware			17,805	17,739
se, lubricating			1,133	5,834
:				
r men and boys				6,173
r women and children				10,855
a rubber, manufactures of			10,654	24,913
ruments, and apparatus for scientific purposes			4,537	3,409
and steel:				
ar iron lbs.	115,801	115,760	4,713	5,658
ars, or rods of steel lbs.	440,706	356,505	20,764	16,122
olts, nuts, rivets, and washers lbs.	10,450	133,119	810	11,170
astings, n. e. s			2,569	11,682
utlery			7,059	15,214
namel ware			8,337	33,182
Hardware—				
Builders'			15,573	15,107
Other				3,720
Hoop, band and scroll lbs.	19,317	74,014	1,339	5,712
Machinery, machines, and parts of—				
Cotton gins No.	8	17	2,263	4,741
Elevators, and elevator machinery			758	14,178
Engines, and parts of—				
Engines (except locomotives) No.	31	39	6,615	26,258
Steam engines—				
Locomotives No.		2		19,670
Parts of			12,398	150,845
Flour and grist mill machinery			171	6,207
Metal-working machinery			5,174	30,017
Mining machinery				17,683
Pumps and pumping machinery			5,582	34,938
Refrigerating machinery			13,451	1,970
Sewing machines			5,486	4,870
Typewriting machines			7,291	6,151
Sugar-mill machinery			2,262	310,167
All other, and parts of			42,511	207,064
Nails and wood screws—				
Cut lbs.	112,587	111,662	3,987	6,081
Wire nails lbs.	159,639	179,492	6,841	9,583
All other (including tacks) lbs.	155,828	109,998	9,711	12,224
Pipes and fittings—				
Cast lbs.	134,250	641,771	5,598	50,088
Wrought lbs.	405,464	376,784	12,007	26,722
Railroad spikes lbs.	38,400	150,750	1,489	6,346
Rails for railways—Steel tons.	741	932	36,167	49,979
Switches, frogs, etc			1,429	47,590
Scales and balances			3,597	6,874
Sheets and plates—				
Galvanized iron and steel sheets lbs.	659,339	255,184	36,028	22,706
Iron sheets and plates lbs.	199,883	65,067	10,609	5,775
Steel—				
Plates lbs.	195,473	2,580	6,027	286
Sheets lbs.	10,854	14,964	591	1,446
Structural iron and steel tons.	19	915	2,317	137,093
Tin plates, and manufactures of			7,051	10,556
Tools, n. e. s.—				
Axes No.	2,342	2,023	1,370	2,024
All other			15,727	21,048
Wire—				
Barbed and other lbs.	108,228	28,081	5,319	2,291
Manufactures of			7,164	13,859
All other manufactures of iron and steel			104,918	173,299

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	19
NORTH AMERICA—Continued.				
WEST INDIES—HAITI—continued.				
Jewelry			$3,089	
Lamps (except electric)			7,955	
Leather:				
Belting			2,043	
Patent			18,446	
Upper—				
Calf, sq. ft.	15,148	14,248	5,367	
Kid, glazed, sq. ft.	232,109	291,843	59,945	
All other upper			44,160	
All other leather			25,148	
Manufactures of—				
Boots and shoes—				
Children's, pairs	1,809	1,045	1,944	
Men's, pairs	1,434	1,622	3,103	
Women's, pairs	1,524	1,006	2,274	
Harness and saddles			5,221	
All other			6,767	
Matches			13,078	
Meat and dairy products:				
Meat products—				
Beef products—				
Beef, pickled, lbs.	237,337	90,423	31,733	
Oleomargarine, lbs.	57,674	43,500	7,661	
All other, lbs.	9,132	5,463	1,292	
Hog products—				
Bacon, lbs.	16,241	8,767	2,645	
Hams and shoulders, lbs.	114,052	51,339	26,515	
Lard, lbs.	1,739,580	841,485	305,602	22
Neutral lard, lbs.	100	100	23	
Pork, pickled, lbs.	772,310	481,190	121,661	12
Lard compounds, etc., lbs.	1,498,965	261,964	246,101	5
Sausage—				
Canned, lbs.	14,447	6,972	3,664	
All other, lbs.	27,486	19,253	7,087	
All other meat products			22,173	1
Dairy products—				
Butter, lbs.	443,430	223,589	105,660	6
Cheese, lbs.	63,277	58,207	18,082	2
Milk, condensed, lbs.	22,694	39,512	2,773	
All other			7	
Motor boats, No.	4		2,833	
Musical instruments, and parts of			3,223	
Naval stores			5,627	
Nickel, nickel oxide, and matte, lbs.	7,132	120	3,038	
Notions, n. e. s.			10,061	1
Oakum, lbs.	38,825	43,534	4,618	
Oilcloth and linoleum			6,156	1
Oils:				
Mineral—				
Gasoline, galls.	15,107	118,906	3,415	3
Illuminating, galls.	697,064	1,104,894	82,338	17
Lubricating, etc., galls.	22,695	63,224	6,799	1
All other, galls.	20,701	7,258	2,010	
Vegetable—Fixed or expressed—				
Corn, lbs.	54,370	4,000	5,623	
Cottonseed, lbs.	175,462	35,341	28,895	
Linseed, galls.	12,643	10,184	11,675	1
All other			3,672	
All other			558	
Paints, pigments, colors, and varnishes:				
Dry colors			3,860	
Ready-mixed paints, galls.	10,906	4,463	13,799	
All other (including crayons)			19,624	1
Paper:				
Bags			3,492	
Books, music, maps, etc.			5,861	2
Boxes and cartons			655	1
Playing cards			2,443	
Printing paper, lbs.	74,962	36,561	4,155	
Wrapping paper, lbs.	163,475	139,595	10,406	1
Writing paper and envelopes			9,123	1
All other			7,876	
Perfumery, cosmetics, etc.			10,658	
Phonographs, graphophones, and gramophones, and records, and materials for			4,156	

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
NORTH AMERICA—Continued.				
WEST INDIES—HAITI—continued.				
...graphic goods			$4,719	$6,884
...l ware			5,639	4,580
...g felt and similar material			2,160	4,433
...indings			14,501	27,105
...manufactures of			14,344	7,753
...let			27,901	9,283
...other lbs.	7,249,054	7,627,012	420,732	736,143
...s			9,112	6,242
...s, wines, malt liquors, etc.				
...lt liquors—In bottles doz. qts.	29,169	31,292	40,011	55,219
...nes galls.	33,629	38,894	14,002	25,479
...other			5,548	10,033
...w and palm leaf, manufactures of			4,524	1,591
...r, refined lbs.	545,657	83,713	38,609	6,185
...ical appliances (not including instruments)			4,546	6,131
...enders and garters				5,028
...acco:				
...manufactured—Leaf lbs.	1,230,502	924,392	177,927	188,029
...anufactures of—				
...Cigarettes M.	1,362	1,604	7,781	9,548
...Plug lbs.	38,163	6,591	7,297	1,608
...Smoking lbs.	12,413	31,115	4,136	8,736
...All other			702	2,763
...s			3,631	2,133
...etables:				
...otatoes (except sweet) bush.	4,395	2,627	7,784	4,264
...anned			3,837	3,036
...ll other			6,080	4,383
...od:				
...umber—				
Boards, planks, and scantlings—Pine—				
White M ft.	806	288	29,800	14,223
Yellow—				
Pitch M ft.	4,316	2,143	122,086	84,251
All other M ft.	92	135	3,794	5,986
All other lumber			13,956	2,483
Furniture			24,720	18,151
Hogsheads and barrels			2,606	10,278
Trimmings, moldings, etc			475	9,806
All other manufactures of			16,055	38,866
Wool, manufactures of			15,407	8,544
All other articles			29,141	44,176
Total domestic exports			7,216,734	8,196,863
Total foreign exports			153,662	163,059
Total exports			7,370,396	8,359,922
SOUTH AMERICA.				
ARGENTINA.				
Abrasives:				
Wheels, emery and other			7,775	21,006
All other			45,914	57,293
Agricultural implements:				
Hay-rakes and tedders			16,123	36,306
Mowers and reapers			347,271	349,668
Planters and seeders			123,336	100,770
Plows and cultivators			1,032,960	890,006
Thrashers			67,921	87,255
All other			979,630	1,045,109
Aluminum, and manufactures of			24,758	35,923
Animals:				
Cattle No.	31		16,650	
Horses No.	5		5,600	
All other (including fowls)			2,473	5,100
Art works			3,051	3,039
Asbestos, manufactures of			36,506	60,570
Asphaltum, and manufactures of:				
Unmanufactured tons.	665	179	16,453	5,492
Manufactures of			9,698	3,266
Athletic and sporting goods			12,478	30,968
Babbitt metal lbs.	92,067	138,399	18,005	32,002

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	
SOUTH AMERICA—Continued.				
ARGENTINA—continued.				
Billiard tables and accessories			$86,893	
Blacking (including shoe paste, etc.)			5,059	
Bone, manufactures of				
Brass:				
Bars, plates, etc.....lbs..	57,043	204,796	24,139	
Pipes and fittings				
Wire.....lbs..		54,531		
All other manufactures of			216,525	
Breadstuffs:				
Cornmeal and flour.....bbls..	5	387	21	
Oatmeal.....lbs..	830,445	863,921	54,230	
Preparations of, for table food			66,492	
Rice.....lbs..	36,887,737	780,330	1,755,002	
Wheat flour.....bbls..	424	343	3,018	
All other breadstuffs			3,979	
Bronze, manufactures of			22,009	
Broom corn, and manufactures of			867	
Brushes			39,994	
Buttons, and parts of			82,993	
Candles.....lbs..	209,697	239,082	21,772	
Cars, automobiles, and other vehicles:				
Automobiles, and parts of—				
Commercial.....No..	141	51	146,255	
Passenger.....No..	3,924	3,525	2,336,001	2,
Parts of (not including engines, etc.)			1,458,111	3,
Carriages.....No..	8	72	882	
Cars, passenger and freight—				
For steam railways			8,250	
For other railways			29,804	
Bicycles, tricycles, etc			26,348	
Motorcycles.....No..	173	227	35,929	
Wagons.....No..	1,154	413	60,274	
Wheelbarrows, pushcarts, etc			26,721	
All other, and parts of			330,296	
Celluloid, and manufactures of			74,575	
Cement, hydraulic.....bbls..	108,168	189,651	200,481	
Chalk			2,047	
Chemicals, drugs, dyes, and medicines:				
Acids—				
Sulphuric.....lbs..	6,709	25,764	1,035	
All other			180,905	
Alcohol, wood.....galls..	181	133	109	
Baking powder.....lbs..	148,511	242,617	54,309	
Bark, extracts of, for tanning			17,032	
Calcium carbide.....lbs..	5,668,436	2,330,617	197,986	
Coal-tar distillates, n. e. s.				
Copper, sulphate of.....lbs..	1,291,273	2,911,231	124,128	
Dyes and dyestuffs			282,563	
Formaldehyde				
Glycerin.....lbs..		17,090		
Infants' food				
Lime—				
Acetate of.....lbs..	115,071		4,500	
Chloride of.....lbs..		3,018,980		
Medicinal and pharmaceutical preparations			502,705	
Petroleum jelly, etc			89,108	
Potash—				
Chlorate.....lbs..		443,122		
All other				
Roots, herbs, etc			16,326	
Soda, salts, and preparations of			684,905	
Sulphur or brimstone.....tons..	1,312	1,150	53,007	
All other			1,853,017	1,
Chewing gum			6,839	
Clocks and watches:				
Clocks, and parts of			154,318	
Watches, and parts of			75,334	
Coal and coke:				
Coal—				
Anthracite.....tons..	2,706	7,399	21,318	
Bituminous.....tons..	706,776	247,613	2,777,067	1,
Coke.....tons..	5,573	2,459	44,396	
Cocoa, and chocolate, prepared or manufactured (not including confectionery)			25,531	

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
SOUTH AMERICA—Continued.				
ARGENTINA—continued.				
::				
en or raw ..... lbs..	94,421	130,811	$16,351	$18,020
asted or prepared ..... lbs..	62,813	20,235	9,855	3,258
ctionery	.....	.....	7,639	13,536
er:				
ots, rods, bars, etc ..... lbs..	40,477	143,959	15,126	51,329
es and tubes ..... lbs..	.....	55,882	.....	28,392
tes and sheets ..... lbs..	94,324	205,790	35,543	78,570
re ..... lbs..	123,289	430,034	36,009	121,034
other manufactures of	.....	.....	119,271	35,000
, manufactures of	.....	.....	5,738	9,271
on:				
anufactures of—				
Blankets and comforts	.....	.....	.....	50,338
Cloths—				
Unbleached ..... yds..	4,463,080	3,949,729	507,227	858,038
Bleached ..... yds..	5,903,937	6,890,655	688,306	1,297,915
Colored—				
Printed ..... yds..	5,763,370	8,880,274	512,117	1,334,116
Dyed in the piece ..... yds..	2,373,921	17,084,728	252,048	3,434,798
All other ..... yds..	18,599,966	14,880,346	2,265,815	3,122,396
Laces and embroideries	.....	.....	18,165	5,831
Mill waste ..... lbs..	61,011	78,489	5,886	9,422
hread, sewing and crochet	.....	.....	.....	49,614
Wearing apparel—				
Corsets	.....	.....	75,088	48,280
Knit goods	.....	.....	1,657,979	2,926,772
All other	.....	.....	234,322	75,061
Yarn ..... lbs..	.....	7,785,578	2,005,538	3,468,550
All other	.....	.....	1,192,336	853,802
ental goods:				
Teeth	.....	.....	.....	3,915
All other	.....	.....	68,430	62,066
arthen, stone, and china ware:				
Bricks ..... M..	432	449	21,000	29,317
Chinaware	.....	.....	33,666	29,605
Earthen and stone ware	.....	.....	7,544	5,240
Sanitary earthenware, etc	.....	.....	12,134	4,997
Tiles (except drain)	.....	.....	9,617	24,217
All other	.....	.....	9,073	9,846
ggs ..... doz..	24,330	60	10,574	36
lectrical machinery, appliances, and instruments:				
Batteries	.....	.....	81,330	151,923
Carbons	.....	.....	.....	41,562
Dynamos or generators	.....	.....	23,855	39,407
Fans ..... No..	2,014	1,709	30,374	23,815
Heating and cooking apparatus	.....	.....	.....	29,419
Insulated wire and cables	.....	.....	222,318	546,548
Interior wire supplies and fixtures	.....	.....	61,537	108,099
Lamps—Incandescent—				
Carbon filament ..... No..	59,708	2,720	6,987	846
Metal filament ..... No..	1,083,057	1,707,946	215,756	355,303
Magnetos, spark plugs, etc	.....	.....	.....	106,610
Meters and other measuring instruments	.....	.....	157,820	119,081
Motors	.....	.....	103,840	264,654
Switches and accessories	.....	.....	.....	122,016
Telegraph instruments	.....	.....	5,081	159
Telephones	.....	.....	27,572	126,879
Transformers	.....	.....	24,503	79,535
All other	.....	.....	760,654	510,307
Explosives:				
Cartridge, loaded	.....	.....	265,445	156,105
Dynamite ..... lbs..	62,400	206,950	11,664	56,026
Gunpowder ..... lbs..	319,720	11,290	82,600	11,722
All other	.....	.....	86,153	57,025
Fertilizers ..... tons..	4	10	210	992
Fibers, vegetable, manufactures of:				
Bags	.....	.....	99,306	21,463
Cordage ..... lbs..	219,374	1,008,799	37,234	228,964
Twine—				
Binder ..... lbs..	9,068,150	15,847,470	911,429	3,266,790
All other	.....	.....	149,368	255,975
All other manufactures of	.....	.....	106,887	356,348

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	19
SOUTH AMERICA—Continued.				
ARGENTINA—continued.				
Fish:				
Dried, smoked, or cured—				
Cod, haddock, hake, etc.....lbs..	1,285,602	189,736	$152,384	
All other.....lbs..	33,910	6,888	3,674	
Salmon, canned.....lbs..	191,618	353,103	19,043	
Fish, canned (except salmon and shellfish).....			67,768	
Shellfish—				
Oysters.....			28,860	
All other.....			6,790	
All other fish and fish products.....			3,156	
Flavoring extracts and fruit juices.....			8,513	
Fly paper.....			6,991	
Fruits and nuts:				
Fruits—				
Apples, dried.....lbs..	38,170	66,075	3,561	
Apples, green or ripe.....bbls..	58,453	29,176	413,432	2
Peaches, dried.....lbs..	133,800	87,900	14,504	
Pears, green or ripe.....			51,147	
Prunes.....lbs..	311,011	323,035	29,582	
Raisins.....lbs..	253,857	489,701	32,008	
All other, green, ripe, or dried.....			45,505	
Prepared or preserved—				
Canned.....			33,176	
All other.....			5,425	
Nuts.....			561	
Furniture of metal.....			34,456	
Furs and fur skins:				
Raw or unmanufactured.....			5,656	
Dressed, and manufactures of.....			74,909	2
German silver.....			4,007	
Glass and glassware:				
Bottles, vials, demijohns, etc.....			72,343	
Cylinder, crown, and common window glass, box, 50 sq. ft..	35,322	26,963	172,239	1
Plate glass.....sq. ft..	478,283	757,270	163,046	3
All other.....			197,848	1
Glucose and grape sugar.....lbs..	2,751,150	1,950,255	93,170	1
Glue.....lbs..	38,508	27,890	5,490	
Gold and silver, manufactures of, including jewelry:				
Gold and silver, manufactures of.....			22,381	
Jewelry.....			89,200	
Grease:				
Lubricating.....			57,231	1
Soap stock and other.....			21,330	
Hair, animal, and manufactures of.....			410	
Hats and materials for:				
For men and boys—				
Felt.....				
All other.....				
For women and children.....				
Trimmings.....			1,261	
Hops.....lbs..	282,866	308,336	55,149	
Household and personal effects.....			23,496	
India rubber, manufactures of:				
Reclaimed.....lbs..	4,569		678	
Belting, hose, and packing.....			131,918	1
Boots and shoes.....pairs..	12,725	12,155	11,062	
Druggists' rubber sundries.....				
Tires—				
For automobiles.....			1,301,344	1,6
All other.....			99,868	2
All other manufactures of.....			273,641	1
Ink:				
Printers'.....			166,282	1
All other.....			20,921	
Instruments and apparatus for scientific purposes:				
Medical and surgical instruments.....			112,214	
Optical instruments.....			94,065	1
All other.....			31,756	
Iron and steel:				
Pig iron.....tons..	1,940	1,010	61,591	
Bar iron.....lbs..	22,861,926	8,195,672	629,461	3
Bars or rods of steel—				
Wire.....lbs..	221,655	610,711	4,465	
All other.....lbs..	16,970,887	13,611,784	546,307	5
Bolts, nuts, rivets, washers.....lbs..	3,265,752	1,699,032	210,213	1

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
SOUTH AMERICA—Continued.				
ARGENTINA—continued.				
nd steel—Continued.				
wheels and axles			$6,036	$17,995
tings, n. e. s.			56,426	146,902
ins				21,274
lery—				
azors			184,214	66,075
able			68,648	98,827
ll other			134,735	159,948
amel ware—				
ath tubs, No.	4,152	1,408	64,377	29,410
avatories and sinks			23,050	18,545
ll other			67,288	56,034
earms			233,434	171,642
rgines, n. e. s.				15,913
rdware, builders'—				
Locks			99,879	147,632
Hinges and other			236,426	92,293
Other hardware				158,061
oop, band, and scroll (iron, etc.), lbs.	7,245,339	10,396,596	259,379	615,468
orseshoes, lbs.	25,823	37,752	1,396	3,370
achinery, machines, and parts of—				
Adding and calculating machines, No.	199	454	32,035	57,353
Air-compressing machinery			13,923	16,756
Brewers' machinery			760	14,879
Cash registers, and parts of—				
Cash registers, No.	190	316	33,255	102,726
Parts of			5,041	2,497
Cream separators, No.	242	132	7,661	5,040
Elevators and elevator machinery			83,207	100,024
Engines, and parts of—				
Electric locomotives, No.	2		61,230	
Internal combustion engines—				
Gas—Stationary, No.	21	182	4,593	25,505
Gasoline—				
Automobile, No.	2	6,075	153	714,857
Marine, No.	250	196	30,788	30,004
Stationary, No.	241	637	38,655	72,254
Traction and caterpillar, No.	5	7	7,848	4,050
Kerosene engines, No.		161		40,166
Steam engines—				
Marine, No.	15	3	12,375	1,712
Stationary, No.	14	24	3,389	13,433
Traction and caterpillar, No.		2		1,803
All other engines, No.	231	63	24,836	4,485
Parts of			305,829	426,161
Laundry machinery—				
Power machines			20,020	3,387
All other			2,164	941
Metal-working machinery			154,581	166,041
Meters—Gas and water			2,740	64,874
Milling machinery (flour and grist)			8,004	42,111
Mining machinery—				
Oil-well machinery			76,163	30,564
All other			3,689	6,589
Paper and pulp mill machinery			10,011	9,373
Printing presses			67,355	58,904
Pumps and pumping machinery			155,843	297,168
Refrigerating machinery			31,225	182,913
Sewing machines			228,937	341,976
Shoe machinery			56,221	48,789
Sugar-mill machinery			35,856	39,780
Textile machinery			43,641	42,941
Typesetting machines			4,620	48,312
Typewriting machines			238,852	246,515
Windmills			386,139	590,123
Woodworking machinery—				
Sawmill machinery			4,366	343
All other			37,596	46,979
All other, and parts of			807,031	1,213,736
Nails and wood screws—				
Cut nails, lbs.	279,090	49,481	9,994	3,266
Wood screws				41,826
Wire nails, lbs.	1,873,397	1,450,083	82,286	88,142
All other (including tacks), lbs.	1,954,599	1,749,207	166,241	255,478
Needles				36,400

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1
SOUTH AMERICA—Continued.				
ARGENTINA—continued.				
Iron and steel—Continued.				
Pipes and fittings—				
Cast.....lbs..	3,233,478	11,767,994	$126,535	$
Wrought.....lbs..	8,313,947	6,195,101	378,075	
Radiators and house-heating boilers.....lbs..	43,045	101,423	2,672	
Railroad spikes.....lbs..	85,600	104,750	3,194	
Rails for railways, of steel.....tons..	132	20	5,026	
Railway track material, switches, frogs, etc.....			12,670	
Scales and balances.....			92,779	
Sheets and plates—				
Galvanized sheets of iron and steel.....lbs..	13,983,120	10,751,704	646,959	
Iron sheets and plates.....lbs..	11,165,536	8,804,356	340,600	
Steel—				
Plates.....lbs..	4,736,529	7,967,034	196,410	
Sheets.....lbs..	3,272,689	4,860,237	125,159	
Ship and tank plates, shaped and punched....lbs..		1,048,648		
Stoves and ranges, and parts of.....			104,771	
Structural iron and steel.....tons..	7,565	9,914	563,805	1,
Tin plates, and manufactures of—				
Tin plates, terneplates, and taggers tin.....lbs..	51,378,225	73,507,787	2,954,310	7,
All other manufactures of.....			116,188	
Tools, n. e. s.—				
Axes.....No..	120,475	159,721	74,293	
Augers, bits, and drills.....				
Files and rasps.....				
Hammers and hatchets.....			23,929	
Saws.....			56,376	
Shovels and spades.....			65,210	
All other.....			435,329	2
Wire, and manufactures of—				
Wire—				
Barbed.....lbs..	15,741,178	17,163,361	697,910	
All other.....lbs..	62,603,695	44,999,830	2,603,261	2,
Manufactures of—				
Wire ropes and cables.....			51,781	
Woven-wire fencing.....			370,717	
All other.....			1,378,249	1,
All other manufactures of iron and steel.....			129,970	
Lamps, chandeliers, etc. (except electric).....				
Lead:				
Pigs, bars, etc.—				
From domestic ore.....lbs..	852,577	2,995,995	65,344	
From foreign ore.....lbs..	131,918	1,762,047	10,905	
Manufactures of.....			85,156	
Leather:				
Belting.....			34,331	
Carriage, automobile, and upholstery.....			3,071	
Glove.....			4,691	
Patent.....			336,128	
Sole.....lbs..	1,055	1,942	789	
Upper—				
Calf.....sq. ft..	954,612	672,916	394,307	
Kid.....sq. ft..	1,239,580	428,008	417,517	
All other upper.....			121,800	
All other leather.....			84,302	
Manufactures of—				
Boots and shoes—				
Children's.....pairs..	12,685	20,757	25,388	
Men's.....pairs..	124,504	56,184	511,662	
Women's.....pairs..	47,386	21,595	171,300	
Gloves.....doz. pairs..		442		
Slippers.....pairs..	6,252	2,271	12,827	
Harness and saddles.....			26,668	
All other.....			99,739	
Leather, imitation.....			64,009	
Malt.....bush..	187,073	87,366	224,021	
Meat and dairy products:				
Meat products—				
Hog products—				
Bacon.....lbs..	6,027	24,340	1,496	
Hams and shoulders, cured.....lbs..	14,395	34,214	3,409	
Lard.....lbs..	38,365	21,638	6,566	
Pork, canned.....lbs..	51,622	53,172	17,456	
Sausage.....lbs..	18,599	22,683	4,791	

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
SOUTH AMERICA—Continued.				
ARGENTINA—continued.				
Meat and dairy products—Continued.				
Meat products—Continued.				
All other meat products—				
Canned			983,681	961,648
All other			6,159	21,318
Dairy products—				
Butter...lbs.		8,966		5,026
Cheese...lbs.	22,886	15,826	5,488	5,144
Milk, condensed...lbs.	539,692	1,271,857	64,707	205,881
All other				691
Metal polish			8,715	5,972
Metals, n. e. s.				31,313
Motor boats...No.		2		2,496
Mucilage and paste			14,135	34,005
Musical instruments:				
Pianos—				
Player pianos...No.	108	167	38,682	55,176
All other...No.	550	704	97,998	130,606
Piano players...No.	3	3	1,078	820
All other, and parts of			16,579	23,064
Naval stores:				
Rosin...bbls.	120,267	149,536	808,809	1,088,153
Tar, turpentine, and pitch...bbls.	330	200	2,286	1,619
Turpentine, spirits of...galls.	356,953	321,797	209,271	186,661
Nickel, manufactures of			7,586	4,413
Notions, n. e. s.			26,356	98,229
Oakum...lbs.	19,060	53,503	2,413	8,669
Oilcloth and linoleum:				
For floors...sq. yds.	19,801	9,197	5,119	6,401
All other			104,567	106,681
Oils:				
Animal...galls.	3,856	2,395	4,852	3,896
Mineral—				
Crude (including all natural oils)...galls.	11,961,029	5,617,818	542,612	276,609
Refined or manufactured—				
Gas oil and fuel oil...galls.	5,456,280	2,404,904	253,865	98,334
Illuminating...galls.	13,727,643	9,191,745	1,559,980	1,282,505
Lubricating and heavy paraffin...galls.	4,974,268	5,619,699	1,266,175	1,508,665
Naphthas—				
Gasoline...galls.	4,091,067	2,145,986	720,118	502,700
All other...galls.	10,892,231	17,745,611	2,470,760	4,045,455
Residuum (including tar), etc...galls.	26,113	15,190	4,372	2,665
Vegetable—				
Fixed or expressed—				
Corn...lbs.	390,270	243,385	36,336	42,962
Cottonseed...lbs.	2,863,997	1,971,552	404,782	266,934
Linseed or flaxseed...galls.	6,635	3,494	5,599	4,049
All other			62,330	18,086
Volatile or essential—				
Peppermint...lbs.	263	2,745	632	9,592
All other			25,143	16,317
Paints, pigments, colors, and varnishes:				
Dry colors—				
Lampblack			12,371	20,749
All other			153,578	51,870
Lead—				
Red...lbs.		298,147		38,838
White...lbs.	1,267,243	3,122,663	148,118	414,767
Ready-mixed paints...galls.	63,546	98,604	35,492	196,002
Varnish...galls.	33,202	71,246	55,902	124,640
Zinc, oxide of...lbs.	175,799	382,861	21,222	42,678
All other (including crayons)			203,861	274,024
Paper:				
Bags			2,224	621
Books, music, maps, engravings, etc.			384,997	291,203
Boxes and cartons			6,260	5,504
Carbon paper			15,708	27,061
Cash register and adding-machine paper			(a)	12,244
Paper board, etc			104,199	125,928
Paper hangings			18,975	20,101
Playing cards			12,020	28,836

a Included in "All other paper" prior to 1918.

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
SOUTH AMERICA—Continued.				
ARGENTINA—continued.				
Paper—Continued.				
Printing paper—				
News print.....lbs..	44,489,777	48,177,451	$1,178,997	$1,983
All other.....lbs..	20,218,475	10,037,691	1,558,155	870
Tissue and toilet paper			(a)	51
Wax paper			(a)	7
Wrapping paper.....lbs..	740,220	784,088	73,024	104
Writing paper and envelopes			201,040	208
All other			200,131	135
Paraffin and paraffin wax.....lbs..	3,117,744	4,347,838	186,469	396
Pencils (except slate) and pencil leads			127,778	152
Penholders.....gross..	5,187	5,471	7,690	9
Pens:				
Fountain.....No..	8,061	6,529	6,334	9
Metallic (except gold).....gross..	22,329	27,777	10,660	11
Perfumeries, cosmetics, etc			111,382	141
Phonographs, graphophones, etc., and records, and materials for:				
Phonographs, graphophones, etc.....No..	1,068	1,126	41,143	55
Records, and materials for			49,795	84
Photographic goods:				
Cameras			7,318	48
Motion-picture films—				
Not exposed.....lin. ft..	577,881	592,390	30,996	16
Exposed.....lin. ft..	6,267,550	6,110,686	342,476	261
Other sensitized goods			174,751	186
Other apparatus			1,883	12
All other			21,718	13
Plated ware, except cutlery and jewelry			279,144	355
Plates, electrotype and stereotype			5,096	2
Plumbago or graphite, and manufactures of			11,815	7
Quicksilver.....lbs..	3,136	37	4,243	
Refrigerators			31,048	4
Roofing felt and similar materials			21,291	38
Seeds:				
Grass—				
Clover.....lbs..	469,299	444	82,670	
All other.....lbs..	1,719,968	380,569	304,394	73
All other seeds			88,116	42
Shells			257	6
Shoe findings			182,218	296
Silk, manufactures of			338,659	481
Silk, artificial, manufactures of			31,090	110
Soap:				
Toilet or fancy			183,369	184
All other.....lbs..	1,189,986	943,325	94,339	84
Spices			4,318	34
Spirits, wines, malt liquors, and other beverages:				
Malt liquors—In bottles.....doz. qts..	5,969	2,766	9,151	4
Spirits, distilled—				
Alcohol, etc. (except wood).....pf. galls..	5,128	200	3,370	
Whiskey.....pf. galls..	6,707	619	13,631	1
All other			9,930	9
Sponges.....lbs..	14,790	8,363	16,239	23
Starch.....lbs..	10,641	40,494	574	2
Stone, and manufactures of:				
Grindstones			6,689	4
All other			52,152	27
Straw and palm leaf, manufactures of			38,506	57
Sugar, refined.....lbs..	89,914,919	92,618,940	5,705,717	6,483
Surgical appliances (not including instruments)			151,519	85
Suspenders and garters				109
Tin in pigs, bars, etc.....lbs..		18,822		10
Tobacco: Unmanufactured—Leaf.....lbs..	5,281,976	2,084,132	819,274	325
Manufactures of—				
Plug.....lbs..	25,741	14,906	6,871	3
All other			5,653	12
Toys			107,531	85
Trunks, valises, and traveling bags			8,427	4
Typewriter ribbons			29,270	28
Umbrellas and parasols			5,328	5

a Included in "All other paper," prior to 1918.

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
SOUTH AMERICA—Continued.				
ARGENTINA—continued.				
tables:				
ans and dried peas.....bush..	615	608	$3,057	$5,024
ckles and sauces			9,966	31,494
tatoes (except sweet potatoes).....bush..	6,750	5,107	13,475	10,761
getables, canned			46,779	58,060
ll other			2,546	5,368
canized fiber and manufactures of			1,853	5,778
l board (substitute for plaster)				15,054
s, manufactures of			47,832	3,213
od:				
gs and other round timber.....M ft..	94		3,938	
imber—Sawed.....M ft..	203	170	4,762	5,051
umber—				
Boards, planks, and scantlings—				
Oak.....M ft..	4,535	3,444	294,338	239,097
Pine—				
White.....M ft..	2,024	1,596	92,936	44,731
Yellow—				
Pitch.....M ft..	37,329	33,317	633,150	851,857
All other.....M ft..	62	1	4,955	48
Poplar.....M ft..	92	2	6,593	130
Spruce.....M ft..	202	192	6,405	11,119
All other.....M ft..	319	212	22,316	19,396
Railroad ties.....No..		28,803		19,010
Shooks—				
Box			34,230	55,249
All other.....No..	325,831	642,299	650,466	1,445,092
Staves.....No..	501,656	27,000	19,050	6,106
Headings			19,292	42,491
All other lumber			176,394	2,314
Furniture			356,180	91,043
Handles, implement and tool				17,755
Hogsheads and barrels, empty			62,885	24,318
Incubators and brooders			6,565	1,894
Trimmings, moldings, etc			17,602	15,834
Woodenware			10,950	16,505
Wood pulp.....tons..	3,176	4,874	286,207	550,056
All other, manufactures of			231,145	350,744
Wool, manufactures of:				
Cloths and dress goods.....yds..		723,267		711,960
Wearing apparel			84,497	9,624
All other			586,631	84,957
Zinc:				
Pigs, bars, etc.....lbs..	13,186	4,492	1,841	600
Plates and sheets.....lbs..	793,830	953,951	139,365	184,530
All other manufactures of			10,558	11,544
All other articles			44,657	11,211
Total domestic exports			81,939,982	108,513,188
Total foreign exports			435,183	859,962
Total exports			82,375,165	109,373,150
BOLIVIA.				
Agricultural implements:				
Plows			1,610	720
All other			2,447	1,937
Blacking, shoe paste, etc			4,642	2,894
Brass, manufactures of			7,579	8,579
Breadstuffs:				
Bread and biscuit.....lbs..	4,915	13,703	1,351	3,820
Oatmeal.....lbs..	33,084	56,591	2,255	4,493
Preparations for table food			12,970	3,456
Rice.....lbs..	234,100	8,200	8,402	548
Wheat flour.....bbls..	27,726	8,939	168,347	69,956
All other breadstuffs			98	2,006
Bronze, manufactures of			738	245
Brooms				2,706
Brushes			2,691	2,282
Buttons, and parts of			4,437	4,442
Candles.....lbs..	21,578	9,795	3,841	2,495
Cars, automobiles, and other vehicles:				
Automobiles—				
Commercial.....No..	20	14	48,590	24,958
Passenger.....No..	141	152	100,151	105,408
Parts of (not including engines, etc.)			11,864	14,533

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
SOUTH AMERICA—Continued.				
BOLIVIA—continued.				
Cars, automobiles, etc.—Continued.				
Cars for steam railroads (except passenger)			$11,387	
Cars for other railways			13,482	
Wheelbarrows, etc			6,987	82
All other			6,873	15
Cement, hydraulic ..... bbls.	1,227	3,544	1,781	7
Chemicals, drugs, dyes, and medicines:				
Acids			4,423	18
Calcium carbide ..... lbs.	9,932	20,010	364	1
Medicinal and pharmaceutical preparations			13,208	24
Soda, salts, and preparations of			9,561	6
All other			29,334	22
Clocks, and parts of			3,093	
Coal and coke:				
Coal, anthracite ..... tons.	196	4	2,066	
Coke ..... tons.	738		5,899	
Confectionery			511	2
Copper:				
Wire ..... lbs.	8,346	1,605	2,713	
All other manufactures of			12,507	3
Cork, manufactures of			7,605	
Cotton, manufactures of:				
Blankets and comforts				4
Cloths—				
Unbleached ..... yds.	3,270,856	1,521,971	238,487	188
Bleached ..... yds.	2,118,653	1,088,108	165,228	157
Colored—				
Printed ..... yds.	691,680	498,539	56,816	61
Dyed in the piece ..... yds.	136,575	677,986	14,571	150
All other ..... yds.	2,004,846	459,749	224,298	95
Wearing apparel—				
Corsets			827	1
Knit goods			53,486	36
All other			21,108	8
Yarn ..... lbs.		2,785	30,458	1
All other			50,325	49
Earthen, stone, and china ware			6,676	4
Electrical machinery, appliances, etc.:				
Insulated wire and cables			3,346	1
Interior wiring supplies			480	5
Lamps—Incandescent—Metal filament ..... No.	9,812	20,304	2,455	5
Motors			5,702	4
All other			16,703	17
Explosives:				
Cartridges, loaded			23,768	13
Dynamite ..... lbs.	292,500	756,450	72,644	212
Fuses				11
Gunpowder ..... lbs.	25,675	12,200	12,556	11
All other			42,217	45
Fibers, vegetable, manufactures of:				
Bags			3,118	1
Cordage ..... lbs.	38,861	22,996	5,376	5
Twine			3,802	
All other			6,124	5
Fish:				
Dried cod, haddock, etc ..... lbs.	46,438	50,438	7,735	9
Salmon, canned ..... lbs.	122,092	211,978	11,724	24
Canned fish (except salmon and shellfish)			3,128	28
Shellfish—				
Oysters			2,453	
Other			5,118	3
All other fish and fish products			451	
Fruits and nuts:				
Fruits—				
Berries			22	
Preserved, canned			2,554	3
All other			1,494	3
Nuts			117	
Furniture of metal			1,510	2
Glass and glassware:				
Window ..... box, 50 sq. ft.	2,460	1,328	9,220	7
All other			10,249	36
Grease, lubricating			5,464	1
Hops ..... lbs.	38,833	14,935	7,834	6

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
SOUTH AMERICA—Continued.				
BOLIVIA—continued.				
rubber, manufactures of:				
lting, hose, etc			$15,235	$30,999
res—				
For automobiles			9,187	20,513
All other			3,803	1,893
l other			3,393	4,024
and steel:				
ar iron lbs.	169,232	274,727	5,970	15,091
ars or rods of steel lbs.	162,340	674,363	7,282	50,929
olts, nuts, rivets, and washers lbs.	41,107	67,181	3,873	6,940
astings, n. e. s			6,939	3,084
utlery			8,634	7,049
namel ware—				
Lavatories and sinks			2,136	2,793
All other			10,573	23,860
irearms			9,850	3,707
Hardware, builders'—				
Locks			5,953	15,340
Hinges and other			13,775	7,690
Other hardware				1,695
Machinery, machines, etc.—				
Air-compressing machinery			4,855	2,349
Cash registers No.	4		1,024	
Elevators and elevator machinery			2,750	
Engines, and parts of—				
Locomotive—Electric No.	1		2,087	
Stationary—Gasoline No.	39	7	4,122	7,662
All other, and parts of			2,774	146,109
Flour and grist mill machinery			221	5,516
Metal-working machinery			1,725	15,679
Mining machinery			74,000	259,061
Printing presses			713	80
Pumps and pumping machinery			10,178	9,007
Sewing machines			7,207	12,244
Typewriting machines			29,920	25,990
Woodworking machinery			35	7,212
All other, and parts of			27,961	59,427
Nails and wood screws—				
Cut nails lbs.	45,370	1,720	1,443	108
Wire nails lbs.	172,348	93,519	9,602	6,080
Wood screws				1,009
All other (including tacks) lbs.	52,219	13,734	4,984	2,220
Pipes and fittings—				
Cast lbs.	75,448	34,644	3,345	3,362
Wrought lbs.	191,601	453,697	13,541	43,521
Railroad spikes lbs.	110,991	12,319	3,856	700
Rails for railways, of steel tons.	228	57	10,787	4,122
Railway track material, switches, frogs, etc			4,219	6,356
Scales and balances			2,557	4,750
Sheets and plates—				
Galvanized iron and steel sheets lbs.	307,083	1,338,536	18,608	113,006
Iron sheets and plates lbs.	6,460	102,200	250	8,570
Steel plates lbs.	160,936	57,071	6,586	7,205
Steel sheets lbs.	107,121	172,165	4,858	15,652
Stoves, ranges, and parts of			2,228	1,442
Structural iron and steel tons.	49	1	5,185	90
Tin plates, terneplates, etc lbs.	426,124	173,460	30,185	13,281
Tools, n. e. s.—				
Hammers and hatchets			3,364	3,271
Shovels and spades			4,505	4,676
All other			23,546	14,428
Wire—				
Barbed lbs.	45,683	26,273	2,248	1,651
Other lbs.	311,623	241,782	13,248	13,771
Manufactures of—				
Wire ropes and cables				10,179
Woven-wire fencing			3,747	752
All other			20,182	18,492
All other manufactures of iron and steel			42,630	54,409
Lamps, except electric			4,013	2,389
Lead, manufactures of			2,823	4,022
Leather:				
Belting			8,861	9,647
Patent			5,024	1,150

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	191
SOUTH AMERICA—Continued.				
BOLIVIA—continued.				
Leather—Continued.				
Upper—				
Calf.....sq. ft..	64,089	252	$27,281	
Glazed kid, etc.....sq. ft..	57,150	11,878	19,208	
All other upper.....			3,420	
All other leather.....			1,517	
Manufactures of—				
Boots and shoes—				
Men's.....pairs..	3,671	247	10,919	
All other.....pairs..	1,451	254	1,667	
All other.....			2,252	
Leather, imitation.....				
Meat and dairy products:				
Meat products—				
Beef products—				
Tallow.....lbs..	56,000	28,000	6,020	
All other.....			878	
Hog products—				
Lard.....lbs..	79,058	71,366	13,526	1
All other.....			762	
Lard compounds, etc.....lbs..	157,050	33,175	22,607	
Stearin from animal fats.....lbs..	57,506	346,809	10,978	7
All other.....			881	
Dairy products—				
Milk, condensed.....lbs..	376,692	533,867	43,205	8
All other.....			2,407	
Musical instruments:				
Pianos.....No..	28	42	6,233	
All other.....			1,525	
Naval stores.....			2,322	
Oilcloth and linoleum:				
For floors.....sq. yds..	2,928	3,489	905	
All other.....				
Oils:				
Mineral—refined and manufactured—				
Gas and fuel oil.....galls..		35,820		
Gasoline.....galls..	18,443	92,337	4,494	
Illuminating.....galls..	194,573	279,250	22,199	3
Lubricating, etc.....galls..	120,290	94,450	36,026	3
Naphthas and light products, etc.....galls..	237,200	28,530	59,797	
Vegetable—Fixed or expressed—				
Cottonseed.....lbs..	43,855		6,123	
Linseed.....galls..	2,579	4,171	2,353	
All other.....			6,862	
Paints, pigments, colors, etc.:				
Ready-mixed paints.....galls..	802	2,934	1,236	
White lead.....lbs..	250,571	6,610	23,688	
All other.....			7,095	2
Paper:				
Books, maps, etc.....			7,342	
Paper hangings.....			3,540	1
Playing cards.....			2,903	
Printing paper—				
News print.....lbs..	470,277	344,148	18,550	1
All other.....lbs..	190,292	178,208	15,537	1
Wrapping paper.....lbs..	31,211	63,162	2,434	
Writing paper and envelopes.....			10,112	1
All other.....			5,987	
Paraffin, etc.....lbs..	1,385,207	776,277	85,045	8
Pencils and pencil leads.....				
Perfumeries, cosmetics, etc.....			3,685	
Phonographs, graphophones, etc., and records and materials for:				
Phonographs, graphophones, etc.....No..	472	786	9,464	1
Records and materials for.....			2,899	
Seeds.....			4,077	
Shoe findings.....			4,664	
Silk, manufactures of.....			2,255	
Soap:				
Toilet.....			15,914	
Other.....lbs..	113,646	8,753	5,781	
Spices.....			535	

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
SOUTH AMERICA—Continued.				
BOLIVIA—continued.				
...s, wines, malt liquors, etc.:				
...lt liquors, in bottles.....doz. qts..	2,795	3,172	$4,245	$5,242
...rits, distilled—				
Whisky—Rye.....pf. galls..	2,323	1,904	4,950	4,253
All other.....pf. galls..	98	.....	200	.....
...l other.....	.....	.....	1,728	251
...r, refined.....lbs..	9,220	.....	817	.....
...ical appliances.....	.....	.....	3,967	3,590
...e.....lbs..	588	1,078	266	531
...tables.....	.....	.....	3,441	2,131
...d:				
...umber—				
Boards, planks, and scantlings—				
Fir.....M ft..	820	519	10,015	8,702
All other lumber.....	.....	.....	3,210	1,510
...ailroad ties.....No..	.....	27,025	.....	17,958
...urniture.....	.....	.....	15,284	14,773
...ll other, manufactures of.....	.....	.....	11,296	7,758
...ol, manufactures of.....	.....	.....	51,385	68,139
...other articles.....	.....	.....	37,033	50,549
Total domestic exports.....	.....	.....	2,871,879	3,516,054
...tal foreign exports.....	.....	.....	53,651	65,341
Total exports.....	.....	.....	2,925,530	3,581,395
BRAZIL.				
...brasives:				
Wheels, emery and other.....	.....	.....	15,224	43,391
All other.....	.....	.....	52,449	36,509
...gricultural implements, and parts of:				
Mowers and reapers.....	.....	.....	2,747	2,117
Plows and cultivators.....	.....	.....	66,364	62,248
Thrashers.....	.....	.....	27	.....
All other, and parts of.....	.....	.....	205,497	157,060
...luminium, and manufactures of.....	.....	.....	106,227	61,022
...nimals:				
Cattle.....No..	16	59	4,808	18,830
All other (including fowls).....	.....	.....	3,426	5,677
...sbestos, manufactures of.....	.....	.....	20,316	66,809
...sphaltum:				
Unmanufactured.....tons..	279	704	8,085	21,477
Manufactures of.....	.....	.....	3,527	6,253
...thletic and sporting goods.....	.....	.....	11,695	15,471
Babbitt metal.....lbs..	92,064	82,864	19,093	20,094
Blacking (including shoe paste, etc.).....	.....	.....	41,330	39,174
Brass:				
Bars, plates, sheets, etc.....lbs..	125,091	515,001	54,495	185,832
Pipes and fittings.....	.....	.....	.....	10,826
Wire.....lbs..	.....	178,385	.....	68,240
All other, manufactures of.....	.....	.....	223,721	358,204
Breadstuffs:				
Barley and corn.....bush..	21,289	17,828	28,195	32,091
Bread and biscuit.....lbs..	8,397	13,704	961	4,223
Corn meal and corn flour.....bbls..	8	355	39	3,160
Oat meal.....lbs..	89,706	225,137	5,983	18,346
Oats.....bush..	4,360	19,945	3,015	15,542
Preparations of, for table food.....	.....	.....	87,878	54,465
Rice.....lbs..	126,429	18,120	4,973	1,620
Rye flour.....bbls..	35	71	271	880
Wheat.....bush..	166	16,576	319	39,341
Wheat flour.....bbls..	301,614	101,927	2,743,818	1,149,284
All other breadstuffs.....	.....	.....	4,407	916
Bronze, manufactures of.....	.....	.....	64,447	43,842
Brushes.....	.....	.....	29,666	31,242
Buttons, and parts of.....	.....	.....	61,491	109,173
Cars, automobiles, and other vehicles:				
Aeroplanes, and parts of—				
Aeroplanes.....No..	.....	2	.....	34,500
Parts of.....	.....	.....	1,900	15,300
Automobiles—				
Commercial.....No..	14	24	8,300	31,133
Passenger.....No..	873	1,575	523,383	1,000,011
Parts of (not including engines, etc.).....	.....	.....	134,326	223,414

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
SOUTH AMERICA—Continued.				
BRAZIL—continued.				
Cars, automobiles, etc.—Continued.				
Cars for steam railways—				
Passenger			$16,819	
All other			181,559	
Cars for other railways.....No.		42	98,343	
Bicycles, tricycles, etc			12,892	
Motorcycles.....No.	88	94	16,051	
Wagons.....No.	138	18	6,923	
Wheelbarrows			5,237	
All other			85,540	
Celluloid, and manufactures of			51,800	
Cement, hydraulic.....bbls.	270,360	432,357	426,166	
Chemicals, drugs, dyes, and medicines:				
Acids—				
Sulphuric.....lbs.	378,193	386,378	17,437	
All other			144,497	
Baking powder.....lbs.	65,559	83,158	19,913	
Bark, extracts of, for tanning			8,136	
Calcium carbide.....lbs.	1,010,009	239,480	31,743	
Coal-tar distillates, n. e. s				
Copper, sulphate of (blue vitriol).....lbs.	1,161,684	1,050,587	126,254	
Dyes and dyestuffs			1,203,140	1,2
Formaldehyde				
Glycerin.....lbs.		20,395		
Infants' food				
Lime—				
Acetate of.....lbs.	114,279		4,600	
Chloride of.....lbs.		2,081,210		
Medicinal and pharmaceutical preparations			315,392	
Petroleum jelly, etc			42,191	
Potash—				
Chlorate.....lbs.		288,198		
All other				
Roots, herbs, and barks, n. e. s			10,569	
Soda, salts, and preparations of			1,063,476	1,4
Sulphur or brimstone.....tons.	1,414	2,404	53,273	
All other			2,519,396	1,3
Clocks and watches:				
Clocks, and parts of			141,854	
Watches, and parts of			4,867	
Coal and coke:				
Coal—				
Anthracite.....tons.	1,723	798	16,369	
Bituminous.....tons.	756,592	625,374	3,417,485	3,5
Coke.....tons.	2,498	1,422	35,619	
Coal tar.....bbls.	3	759	15	
Confectionery			3,722	
Copper:				
Refined in ingots, bars, etc.....lbs.	186,077	189,915	69,914	
Pipes and tubes.....lbs.		149,826		
Plates and sheets.....lbs.	285,878	885,644	111,410	
Wire.....lbs.	1,252,997	914,299	416,312	
All other manufactures of			129,583	
Cork, manufactures of			43,102	
Cotton:				
Unmanufactured—				
Upland.....lbs.	2,709,755	168,064	398,436	
Linters.....lbs.	43,100	132,500	4,110	
Manufactuers of—				
Blankets and comforts				
Cloths—				
Unbleached.....yds.	558,572	300,130	80,207	
Bleached.....yds.	752,117	2,377,569	123,282	
Colored—				
Printed.....yds.	726,446	2,719,321	87,198	
Dyed, etc.....yds.	455,699	6,477,581	69,272	1,1
All other.....yds.	2,974,735	2,192,314	440,366	
Laces and embroideries			16,844	
Mill waste.....lbs.	89,778	35,165	10,815	
Thread, sewing and crochet				
Wearing apparel—				
Corsets			9,145	
Knit goods			155,528	
All other			85,560	
Yarn.....lbs.		331,650	109,581	
All other			400,751	

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
SOUTH AMERICA—Continued.				
BRAZIL—continued.				
al goods:				
th			$26,576	$6,419
other			141,422	127,749
ien, stone, and china ware:				
cks, fire.....M..	142	115	9,002	8,873
naware			8,660	6,456
rthen and stone ware			5,776	11,493
itary earthenware			5,464	2,239
es (except drain)			16,433	21,838
l other			11,954	12,475
tri al machinery, appliances, and instruments:				
tteries (electric)			67,584	77,212
rbons				18,871
ynamos or generators (electric)			29,009	57,167
ns (electric).....No..	376	1,434	5,907	14,716
eating and cooking apparatus				16,508
sulated wire and cables			571,017	715,552
terior wiring supplies, etc			78,345	100,120
amps—Incandescent—				
Carbon filament.....No..	32,640	26,086	4,592	4,866
Metal filament.....No..	1,675,827	2,558,134	265,084	440,962
agnetos, spark plugs, etc				36,740
eters and other measuring instruments (electric)			114,426	129,103
otors (electric)			126,002	163,462
witches and accessories				155,216
elegraph instruments			8,566	6,680
elephones			232,195	522,779
ransformers (electric)			132,344	228,932
All other			715,226	494,130
xplosives:				
Cartridges, loaded			570,824	309,336
Dynamite.....lbs..	172,910	199,500	45,944	76,252
Gunpowder.....lbs..	170,779	62,796	51,730	28,921
All other			304,803	205,285
ertili ers.....tons..		30		3,056
ibers, vegetable, manufactures of:				
Cordage.....lbs..	274,319	197,272	49,889	56,156
Twine—				
Binder.....lbs..	89,943	70,000	8,484	13,379
All other			86,419	39,825
All other manufactures of			49,765	62,009
Fish:				
Dried—				
Cod, haddock, etc.....lbs..	1,890,885	855,251	164,612	134,659
All other.....lbs..	576,393	221,300	37,149	19,875
Pickled.....bbls..	1,328	90	17,123	1,116
Salmon, canned.....lbs..	64,657	187,615	7,599	26,245
Canned (except salmon, etc.)			5,305	34,962
Oysters and other shellfish			28,018	33,890
All other			12,311	1,388
Flavoring extracts and fruit juices			14,413	14,277
Fruits and nuts:				
Fruits—				
Apples, green or ripe.....bbls..	25,297	15,347	161,177	115,611
Pears, green or ripe			126,340	88,571
Prunes.....lbs..	58,312	154,304	5,927	19,440
Raisins and other dried grapes.....lbs..	4,280	6,666	521	1,024
All other fruits, green, ripe, or dried			25,741	34,665
Prepared or preserved—				
Canned			9,177	21,323
All other			1,701	2,650
Nuts			1,170	458
Furniture of metal			30,542	38,252
Furs and fur skins:				
Raw			912	5,730
Dressed, and manufactures of			67,387	44,877
German silver			4,695	5,660
Glass and glassware:				
Bottles, vials, etc			68,728	68,247
Cylinder, crown, and common window glass .....box, 50 sq. ft..	40,148	23,852	188,239	133,675
Plate glass.....sq. ft..	87,961	163,955	39,752	98,785
All other			159,153	133,090
Glucose (corn sirup).....lbs..	435,961	788,814	18,248	48,170

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	19
SOUTH AMERICA—Continued.				
BRAZIL—continued.				
Glue.....lbs..	42,839	56,396	$8,173	$
Gold and silver, manufactures of			8,852	
Jewelry			45,888	
Grease, lubricating			67,044	
Soap stock, and other			9,990	
Hair, animal:				
Unmanufactured			228	
Manufactures of			1,826	
Hay.....tons..	1	641	28	
Hops.....lbs..	773,692	355,482	138,839	1
Household and personal effects			60,502	
India rubber, manufactures of:				
Belting, hose, etc			144,554	2
Shoes.....pairs..	42,717	33,362	24,059	
Druggists' rubber sundries				
Tires for automobiles			606,876	4
All other			31,818	
All other			257,074	1
Ink:				
Printer's			55,303	
All other			13,198	
Instruments and apparatus for scientific purposes:				
Medical and surgical			12,395	
Optical			40,630	
All other			25,985	
Iron and steel:				
Pig iron.....tons..	2,427	134	71,671	
Bar iron.....lbs..	8,815,388	5,137,340	286,807	2
Bars or rods of steel—				
Wire rods.....lbs..	1,286,081	300,449	47,246	
All other.....lbs..	5,175,773	5,322,946	199,072	2
Bolts, nuts, rivets, and washers.....lbs..	1,145,964	881,323	69,588	
Car wheels and axles			4,390	
Castings, n. e. s			19,706	
Chains				
Cutlery—				
Razors			45,637	
Table			120,342	2
All other			147,388	2
Enamel ware—				
Lavatories and sinks			4,873	
All other			113,861	1
Firearms			279,785	1
Forgings, n. e. s				
Hardware, builders'—				
Locks			75,132	1
Hinges and other			285,555	1
Other hardware				
Hoop, band, and scroll.....lbs..	1,221,412	1,852,619	66,566	1
Machinery, machines, and parts of, n. e. s.—				
Adding and calculating machines.....No..	183	86	35,382	
Air-compressing machinery			10,423	
Brewers' machinery			950	
Cash registers.....No..	1,238	275	192,283	
Parts of cash registers			3,051	
Concrete mixers				
Cotton gins.....No..	175	261	32,732	
Cream separators.....No..	53	108	2,908	
Elevators and elevator machinery			31,996	
Engines, and parts of—				
Internal combustion engines—				
Gasoline—				
Marine.....No..	210	105	26,492	
Stationary.....No..	59	55	10,188	
Traction and caterpillar.....No..	8	4	7,499	
Kerosene engines.....No..		15		
Steam engines—				
Locomotives.....No..	42	11	1,008,732	3
Stationary.....No..	9	15	21,221	
All other.....No..	1	25	1,458	
All other.....No..	106		41,868	
Parts of			319,142	2
Excavating machinery				
Flour and grist mill machinery			2,485	
Laundry machinery			14,761	

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
SOUTH AMERICA—Continued.				
BRAZIL—continued.				
Iron and steel—Continued.				
Machinery, machines, and parts of—Continued.				
Metal-working machinery, etc.			$55,407	$164,587
Meters, gas and water			19,029	14,219
Oil-well machinery			24,097	31,350
Mining machinery—All other			33,433	48,340
Paper and pulp-mill machinery			4,085	68,773
Printing presses			41,369	17,648
Pumps, and pumping machinery			71,275	123,588
Refrigerating machinery, etc.			88,104	85,530
Sewing machines			698,913	1,167,124
Shoe machinery			34,372	31,520
Sugar-mill machinery			189,394	403,590
Textile machinery			17,335	66,214
Typesetting machines, linotype, etc.			63,016	115,342
Typewriting machines			232,309	276,436
Windmills			12,376	10,214
Sawmill machinery			4,100	15,462
Woodworking machinery—All other			12,573	8,715
All other, and parts of			580,157	756,504
Nails and wood screws—				
Cut nails ..... lbs.	26,550	38,896	958	2,529
Wire nails ..... lbs.	1,774,935	533,988	62,115	28,766
Wood screws				85,922
All other (including tacks) ..... lbs.	1,414,039	1,168,211	132,523	180,084
Needles				58,661
Pipes and fittings—				
Cast ..... lbs.	2,521,228	3,534,182	76,269	198,382
Wrought ..... lbs.	7,632,196	6,374,234	380,774	463,379
Railroad spikes ..... lbs.	3,848,765	1,244,232	148,156	89,118
Rails for railways, of steel ..... tons.	1,878	418	86,420	26,454
Railway-track material, switches, frogs, etc.			208,225	87,500
Safes ..... No.	14	7	2,025	615
Scales and balances			34,624	29,239
Sheets and plates—				
Galvanized iron and steel sheets ..... lbs.	5,507,675	4,820,042	270,056	407,635
Iron sheets and plates ..... lbs.	6,597,694	2,378,291	290,798	179,782
Steel plates ..... lbs.	3,660,114	1,152,807	161,383	85,945
Steel sheets ..... lbs.	2,968,762	4,459,661	144,600	388,629
Ship and tank plates, punched and shaped .... lbs.		284,750		26,542
Stoves and ranges, and parts of			73,914	127,926
Structural iron and steel ..... tons.	2,116	2,215	186,990	272,415
Tin plates and manufactures of—				
Tin plates, terneplates, and taggers' tin ..... lbs.	31,174,451	33,655,915	1,718,225	3,671,818
All other manufactures of			82,962	93,815
Tools—				
Axes ..... No.	278,920	357,904	184,149	285,018
Augers, bits, and drills				27,964
Files and rasps				164,335
Hammers and hatchets			15,587	15,902
Saws			65,479	85,513
Shovels and spades			14,022	29,825
All other			349,467	160,440
Wire—				
Barbed ..... lbs.	27,774,674	24,657,515	1,299,428	1,284,064
All other ..... lbs.	26,480,091	19,900,768	1,253,171	1,154,792
Manufactures of—				
Wire ropes and cables				126,685
Woven-wire fencing			15,824	13,074
All other			411,473	269,668
All other manufactures of iron and steel			1,050,915	880,184
Lamps, etc. (except electric)			99,691	139,778
Lead:				
Pigs, bars, etc.—				
From domestic ore ..... lbs.	1,035,321	2,098,404	74,619	221,467
From foreign ore ..... lbs.	268,953	2,098,393	18,791	200,126
Manufactures of			53,403	75,818
Leather:				
Belting			131,500	105,442
Carriage, automobile, and upholstery			742	3,951
Glove			5,411	7,354
Patent			352,318	566,982
Sole ..... lbs.	1,139	864	820	713

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1
SOUTH AMERICA—Continued.				
BRAZIL—continued.				
Leather—Continued.				
Upper—				
Calf.....sq. ft..	2,756,118	1,631,735	$1,179,679	
Kid.....sq. ft..	2,659,777	1,272,976	821,840	
Grain and split.....sq. ft..	.....	63,017	.....	
All other, upper.....	.....	.....	427,955	
All other, leather.....	.....	.....	274,692	
Manufactures of—				
Boots and shoes—				
Men's.....pairs..	21,913	4,843	76,350	
Women's.....pairs..	6,668	2,040	21,497	
All other (including slippers).....pairs..	1,165	1,161	1,201	
Harness and saddles.....	.....	.....	7,905	
All other.....	.....	.....	98,257	
Leather, imitation.....	.....	.....	33,219	
Lime.....bbls..	.....	1,344	.....	
Malt.....bush..	516,672	186,427	753,831	
Meat and dairy products:				
Meat products—				
Beef products—				
Tallow.....lbs..	36,722	9,176	5,569	
Hog products—				
Bacon.....lbs..	36,182	17,584	6,492	
Hams and shoulders, cured.....lbs..	41,521	146,377	9,804	
Lard.....lbs..	75,522	12,095	12,445	
Dairy products—				
Milk, condensed.....lbs..	967,676	2,904,489	146,798	
All other.....	.....	.....	15,575	
Metal polish.....	.....	.....	13,357	
Metals, n. e. s.....	.....	.....	.....	
Motor boats.....No..	6	4	12,827	
Mucilage and paste.....	.....	.....	6,042	
Musical instruments:				
Player pianos.....No..	64	64	18,822	
Pianos—All other.....No..	400	305	70,451	
All other.....	.....	.....	17,068	
Naval stores:				
Rosin.....bbls..	147,462	158,824	975,044	1,
Tar, turpentine, and pitch.....bbls..	592	863	3,153	
Turpentine, spirits of.....galls..	301,112	222,339	165,523	
Nickel:				
Oxide and matte.....lbs..	7,623	1,291	3,435	
Manufactures of.....	.....	.....	8,219	
Notions, n. e. s.....	.....	.....	11,975	
Oakum.....lbs..	119,330	104,006	12,666	
Oil cake and oil-cake meal.....lbs..	1,000	.....	16	
Oilcloth and linoleum:				
For floors.....sq. yds..	27,648	18,206	10,597	
All other.....	.....	.....	30,155	
Oils:				
Animal.....galls..	1,851	1,741	2,613	
Mineral—				
Gas and fuel.....galls..	1,547,041	2,728,271	95,451	
Gasoline.....galls..	6,062,944	6,492,331	1,429,143	1,
Illuminating.....galls..	30,041,722	22,064,282	2,942,326	2,
Lubricating and heavy paraffin.....galls..	3,838,738	4,564,388	886,542	1,
All other.....galls..	13,986	14,460	2,214	
Vegetable—				
Fixed or expressed—				
Corn.....lbs..	.....	1,852	.....	
Cottonseed.....lbs..	604,653	127,077	70,080	
Linseed or flaxseed.....galls..	159,814	112,753	154,272	
All other.....	.....	.....	59,687	
Volatile or essential.....	.....	.....	31,593	
Paints, pigments, colors, and varnishes:				
Dry colors.....	.....	.....	35,001	
Lead—				
Red.....lbs..	.....	887,699	.....	
White.....lbs..	.....	435,549	.....	
Ready-mixed paints.....galls..	49,210	48,716	85,393	
Varnish.....galls..	48,366	38,783	82,738	
Zinc, oxide of.....lbs..	651,940	3,948,830	64,522	
All other (including crayons).....	.....	.....	197,322	
Paper stocks, rags, n. e. s., and other, etc.....lbs..	122,987	.....	7,400	

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
SOUTH AMERICA—Continued.				
BRAZIL—continued.				
[illegible]			$937	$523
ks, music, maps, etc.			241,179	299,172
es and cartons			3,825	12,096
on paper			18,247	17,739
er board (strawboard, etc.)			95,363	106,790
er hangings			1,679	4,958
ying cards			7,250	9,385
ating paper—				
ews print ..... lbs.	8,583,218	25,628,381	339,371	1,112,612
ll other ..... lbs.	13,453,710	10,361,919	1,186,091	872,320
issue and toilet paper			(a)	76,577
rapping ..... lbs.	1,142,262	646,942	98,697	55,279
Writing paper and envelopes			202,245	391,086
ll other			226,082	179,475
ffin and paraffin wax ..... lbs.	1,247,049	1,037,100	72,213	115,529
ils (except slate) and pencil leads			100,653	149,362
olders ..... gross.	4,843	5,970	7,135	9,819
, fountain ..... No.	13,602	5,085	12,441	4,960
, metallic (except gold) ..... gross.	11,298	36,242	5,494	19,169
umery			133,350	216,411
nographs, graphophones, gramophones, and records and materials for:				
nonographs, graphophones, etc. ..... No.	1,394	957	44,937	34,499
ecords, etc., for			55,608	56,927
tographic goods:				
ameras			3,530	8,665
otion-picture films—				
Not exposed ..... lin. ft.	166,907	292,030	5,536	10,471
Exposed ..... lin. ft.	2,666,409	4,015,881	122,006	209,221
ther sensitized goods			110,229	125,055
ll other			20,208	15,185
ster: Boards and builders' and common			5,325	8,035
ted ware (except cutlery and jewelry):				
ilver-plated ware			79,508	205,038
ll other			55,304	90,130
imbago or graphite, and manufactures of			21,475	26,511
rigerators			9,276	3,923
oofing felt and similar materials			14,840	34,173
lt ..... lbs.	3,300	19,201	77	304
eds			8,290	26,398
oe findings			139,881	151,616
lk, manufactures of			68,790	267,774
lk, artificial, manufactures of			9,160	28,374
ap:				
Toilet			22,637	39,108
All other ..... lbs.	169,776	404,596	12,573	23,933
pices			33,815	36,727
pirits, wines, malt liquors, and other beverages:				
Malt liquors in bottles ..... doz. qts.	4,112	2,580	5,449	5,023
Spirits, distilled ..... pf. galls.	4,879	2,274	6,831	5,378
Wines ..... galls.	1,542	2,831	1,238	2,068
Other beverages			4,488	7,367
ponges ..... lbs.	10,711	2,417	12,298	3,546
tarch ..... lbs.	155,848	487,772	11,451	41,541
tone, and manufactures of			27,148	30,872
traw and palm leaf, manufactures of			7,198	6,668
Sugar and molasses:				
Sirup ..... galls.	550	50	405	68
Sugar, refined ..... lbs.	2,883,565	81,115	159,207	6,373
Surgical appliances (not including instruments)			120,834	115,072
Suspenders and garters				50,353
Tin in pigs, bars, etc. ..... lbs.	60,819	13,381	28,987	9,901
Tobacco:				
Unmanufactured—				
Leaf ..... lbs.	163,116	317,443	44,692	138,741
Manufactures of—				
Smoking ..... lbs.	34,398	3,869	18,429	2,830
All other			7,582	3,707
Toys			58,032	92,468
Trunks, valises, and traveling bags			8,581	7,320
Type ..... lbs.	12,035	2,779	5,936	1,638
Typewriter ribbons			18,793	12,530
Umbrellas and parasols			11,199	50,310

a Included in "All other paper" prior to 1918.

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Value.	
	1917	1918	1917	1918
SOUTH AMERICA—Continued.				
BRAZIL—continued.				
Vegetables:				
Beans and dried peas.....bush..	2,438	1,142	$12,289	
Pickles and sauces			3,867	
Potatoes (except sweet potatoes).....bush..	69,789	30,520	125,329	
Canned			11,085	
All other			938	
Vulcanized fiber, and manufactures of			8,062	
Wall boards (substitute for plaster)				
Wax, and manufactures of			5,777	
Wood:				
Lumber—				
Boards, planks, and scantlings—				
Pine, white.....M ft..	70	77	2,523	
Pine, yellow pitch.....M ft..	3,266	2,050	66,313	
All other.....M ft..	5	130	318	
Shooks—				
Box			6,800	
All other.....No..	2,137	8,088	8,515	
All other			648	
Boat oars and paddles				
Furniture			60,017	
Handles, implement and tool				
Trimmings, moldings, etc			4,737	
Wood pulp.....tons..	178	2,833	22,014	
All other manufactures of			195,285	
Wool, manufactures of:				
Cloths and dress goods.....yds..		630,308		
Wearing apparel			5,236	
Woolen rags.....lbs..	35,431		6,448	
All other			387,083	
Zinc:				
Spelter in pigs, etc., from domestic ore.....lbs..	58,085	87,223	8,541	
Rolled in sheets, etc.....lbs..	244,081	568,999	45,495	
All other manufactures of			10,277	
All other articles			54,732	
Total domestic exports			55,817,510	
Total foreign exports			909,724	
Total exports			56,727,234	
CHILE.				
Abrasives:				
Wheels, emery and other			8,040	
All other			46,328	
Agricultural implements:				
Mowers and reapers			53,411	
Plows and cultivators			90,779	
Thrashers			27,525	
All other, and parts of			74,287	
Aluminum, and manufactures of			17,197	
Animals			2,610	
Asbestos, manufactures of			40,025	
Asphaltum:				
Unmanufactured.....tons..	656	1,048	17,858	
Manufactures of			12,232	
Athletic and sporting goods			4,667	
Babbit metal.....lbs..	304,552	194,944	61,936	
Blacking (including shoe paste, etc.)			51,145	
Brass:				
Bars, plates, sheets, etc.....lbs..	32,733	92,777	12,089	
Pipes and fittings				
All other manufactures of			188,909	
Breadstuffs:				
Barley.....bush..	333	139	348	
Oatmeal.....lbs..	421,234	546,803	26,919	
Preparations of, for table food			42,526	
Rice.....lbs..	9,407,693	7,905,430	449,940	
Wheat.....bush..	48		68	
Wheat flour.....bbls..	79,997	2,588	482,944	
All other breadstuffs			6,614	
Bronze, manufactures of			13,456	
Broom corn, manufactures of			5,620	
Brushes			11,461	

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
SOUTH AMERICA—Continued.				
CHILE—continued.				
ns, and parts of			$25,624	$36,706
s.....lbs..	10,912	30,764	1,091	4,650
utomobiles, and other vehicles:				
omobiles, and parts of—				
mmercial.....No..	69	220	160,696	282,638
assenger.....No..	2,587	3,399	1,821,842	3,576,511
arts of (not including engines, etc.)			248,043	806,015
, for steam railways—				
assenger			124,300	
reight and other			389,381	362,277
s for other railways			146,395	102,882
ycles and tricycles				8,207
for cycles.....No..	34	88	6,389	18,041
gons.....No..		44		18,323
eelbarrows, pushcarts, etc			9,687	10,361
other vehicles, and parts of			82,043	305,743
loid, and manufactures of			8,285	38,234
ent, hydraulic.....bbls..	68,011	69,713	112,397	158,731
k, manufactures of			2,101	10,374
nicals, drugs, dyes, and medicines:				
ids—				
Sulphuric.....lbs..	1,274,313	524,856	37,827	17,253
All other			71,869	92,081
lcohol, wood.....galls..	1,575	14,293	1,311	20,063
aking powder.....lbs..	80,398	50,458	25,676	18,711
ark, extract of, for tanning			21,963	6,819
alcium carbide.....lbs..	2,752,141	5,082,939	78,296	263,404
oal-tar distillates				18,743
opper, sulphate of (blue vitriol).....lbs..	404,481	740,597	38,828	71,097
yes and dyestuffs			110,646	189,807
lycerin.....lbs..		24,690		15,316
nfants' food				42,719
ime, chloride of.....lbs..		1,183,437		61,729
edicinal and pharmaceutical preparations			305,611	338,147
etroleum jelly, etc			20,320	9,328
otash				52,720
Roots, herbs, and barks, n. e. s			22,014	26,441
Soda, salts, and preparations of			211,691	329,001
All other			1,037,220	476,170
ewing gum			1,742	6,545
ays, fire.....tons..	591	330	9,340	3,700
ocks and watches:				
Clocks, and parts of			29,233	39,956
Watches, and parts of			4,271	11,190
oal and coke:				
Coal—				
Anthracite.....tons..	1,290	636	14,565	8,186
Bituminous.....tons..	329,832	324,278	1,350,754	1,796,269
Coke.....tons..	96,328	60,494	788,080	560,663
ocoa and chocolate, prepared, etc			11,002	42,800
onfectionery			12,965	31,838
Copper:				
Pigs, ingots, bars, etc.....lbs..	410,129	561,243	159,582	182,508
Plates and sheets.....lbs..	49,301	255,763	18,799	87,854
Wire.....lbs..	474,911	586,351	143,570	196,348
All other manufactures of			131,265	69,917
Cork, manufactures of			9,950	25,502
Cotton, manufactures of:				
Blankets and comforts				30,275
Cloths—				
Unbleached.....yds..	14,292,887	10,770,299	1,132,331	1,391,967
Bleached.....yds..	4,107,737	10,011,589	488,093	1,684,117
Colored—				
Printed.....yds..	1,511,177	2,200,109	117,955	303,117
Dyed, etc.....yds..	895,790	4,171,775	129,179	870,500
All other.....yds..	6,464,813	4,890,016	820,481	920,466
Laces and embroideries			4,725	20,467
Mill waste.....lbs..	805,455	628,818	72,055	61,511
Thread, sewing and crochet				54,748
Wearing apparel—				
Corsets			26,429	45,129
Knit goods			537,306	676,443
All other			112,850	165,793
Yarn.....lbs..		1,470,492	655,058	712,643
All other			392,937	396,597

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued

Countries and articles.	Quantities.		Value	
	1917	1918	1917	1918
SOUTH AMERICA—Continued.				
CHILE—continued.				
Dental goods, teeth and other			888,095	[illegible]
Earthen, stone, and china ware:				
Bricks, building and fire.....M..	3,172	1,262	198,428	[illegible]
Chinaware			6,654	[illegible]
Earthen and stone ware			5,832	[illegible]
Sanitary earthenware, etc			4,855	[illegible]
Tile (except drain)			10,986	[illegible]
All other			5,185	[illegible]
Electrical machinery, appliances, and instruments:				
Batteries (electric)			18,660	[illegible]
Carbons				[illegible]
Dynamos or generators (electric)			137,362	[illegible]
Heating and cooking apparatus				[illegible]
Insulated wire and cables			351,765	[illegible]
Interior wire supplies and fixtures			67,243	[illegible]
Lamps—Incandescent—				
Carbon filament.....No..	9,163	27,955	1,802	[illegible]
Metal filament.....No..	460,421	755,470	93,078	[illegible]
Magnetos, spark plugs, etc				[illegible]
Meters and other measuring instruments (electric)			26,987	[illegible]
Motors (electric)			310,109	[illegible]
Switches and accessories				[illegible]
Telephones			12,086	[illegible]
Transformers (electric)			119,080	[illegible]
All other			627,907	[illegible]
Explosives:				
Cartridges, loaded			74,861	[illegible]
Dynamite.....lbs..	4,031,850	5,238,000	968,765	1,[illegible]
Fuses				[illegible]
Gunpowder.....lbs..	30,000		10,286	
All other			1,192,023	[illegible]
Feathers			8,737	[illegible]
Fibers, vegetable, manufactures of:				
Bags			85,511	[illegible]
Cordage.....lbs..	615,043	614,394	117,190	[illegible]
Twine—				
Binder.....lbs..	710,350	649,950	69,440	[illegible]
All other			33,094	[illegible]
All other manufactures of			102,672	[illegible]
Fire extinguishers			3,335	[illegible]
Fish and fish products:				
Dried, cod, haddock, etc.....lbs..	113,924	122,216	16,571	[illegible]
Canned—				
Salmon.....lbs..	1,452,155	2,304,499	128,691	[illegible]
All other (except shellfish and salmon)			31,223	[illegible]
Shellfish—Oysters and other			21,717	[illegible]
All other			1,940	[illegible]
Flavoring extracts and fruit juices			6,002	[illegible]
Fly paper and traps			5,468	[illegible]
Fruits and nuts:				
Fruits—				
Berries			9,215	
All other green, ripe, or dried			11,496	[illegible]
Prepared or preserved			5,911	[illegible]
Nuts			10,010	[illegible]
Furniture of metal			27,600	[illegible]
Furs, raw or dressed, and manufactures of			21,630	[illegible]
Glass and glassware:				
Bottles, vials, demijohns, and jars (glass)			21,622	[illegible]
Cylinder, crown, and common window glass .....box, 50 sq. ft..	35,706	57,300	147,280	[illegible]
Plate glass.....sq. ft..	35,963	81,798	21,603	[illegible]
Glass and glassware, all other			100,158	[illegible]
Glucose (corn sirup).....lbs..	534,608	462,904	18,182	[illegible]
Gold and silver, manufactures of, inlcuding jewelry			5,323	[illegible]
Grease:				
Lubricating			121,209	[illegible]
Soap stock, and other			36,164	[illegible]
Hair, animal, manufactures of			6,451	[illegible]
Hats, and materials for			482	[illegible]
Hops.....lbs..	249,919	242,936	39,595	[illegible]
Household and personal effects			23,739	[illegible]
India rubber, manufactures of:				
Belting, hose, etc			274,164	[illegible]

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
SOUTH AMERICA—Continued.				
CHILE—continued.				
a rubber, manufactures of—Continued.				
ots and shoes.....pairs..	12,214	5,184	$12,579	$6,285
uggists' rubber sundries				30,365
res—				
Automobile			264,603	725,876
All other			22,941	54,815
ll other manufactures of			140,284	124,466
rinters'			29,117	33,835
ther other			10,664	22,953
truments and apparatus for scientific purposes:				
edical, surgical, and optical			10,487	11,409
ll other			66,211	155,172
n and steel:				
ig iron.....tons..	7,892	5,284	384,598	512,637
ar iron.....lbs..	6,681,758	7,682,842	212,162	356,833
ars or rods of steel.....lbs..	18,266,362	30,875,229	709,897	1,523,865
illets, ingots, etc.....tons..	485	6	13,828	731
olts, nuts, rivets, and washers.....lbs..	4,158,571	4,951,677	223,963	419,252
ar wheels and axles			348	106,311
astings, n. e. s			159,555	64,326
hains				33,299
utlery—				
Razors			8,071	18,911
Table			18,323	40,665
All other			33,716	67,812
Enamel ware—				
Bathtubs.....No..	702	797	11,951	18,986
Lavatories and sinks			20,776	39,276
All other			54,832	301,274
Firearms			24,586	39,705
Forgings, n. e. s				15,504
Hardware, builders'—				
Locks			59,052	138,165
Hinges and other			153,369	116,757
Other hardware				92,052
Hoop, band, and scroll (iron, etc.).....lbs..	998,722	2,141,518	47,007	149,146
Machinery, machines, and parts of—				
Adding and calculating machines.....No..	96	155	18,625	24,680
Air-compressing machinery			79,942	48,286
Brewers' machinery			2,463	57,150
Cash registers.....No..	43	42	9,522	13,940
Concrete mixers				15,927
Cream separators.....No..	41	111	1,429	4,400
Elevator and elevator machinery			162,940	148,655
Engines, and parts of—				
Electric locomotives.....No..	10	3	181,507	22,629
Internal-combustion engines—				
Gas—Stationary.....No..	7	46	1,148	12,040
Gasoline—				
Automobile.....No..	1	19	325	2,408
Marine.....No..	61	83	13,288	28,091
Stationary.....No..	32	58	17,513	28,388
Traction and caterpillar.....No..	1	16	3,175	18,296
Kerosene.....No..		5		2,986
Steam engines—				
Locomotives.....No..	22	19	242,997	127,095
Stationary.....No..	4	7	12,665	13,690
All other engines			66,949	149,262
Parts of			364,935	562,240
Excavating machinery				211,049
Laundry machinery			1,805	4,594
Metal-working machinery, etc			426,980	792,882
Meters, gas and water			48,442	31,063
Milling machinery (flour and grist)			50,251	6,359
Mining machinery—				
Oil-well machinery			22,334	20,053
All other			779,415	1,148,455
Paper and pulp machinery			2,908	8,333
Printing presses			46,537	50,905
Pumps and pumping machinery			100,429	229,655
Refrigerating machinery			11,082	13,138
Sewing machines			52,476	168,095

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
SOUTH AMERICA—Continued.				
CHILE—continued.				
Iron and steel—Continued.				
Machinery, machines, and parts of—Continued.				
Shoe machinery			$46,918	$64,
Sugar-mill machinery			886	39,
Textile machinery			34,284	47,
Typesetting machines, linotypes, etc			11,248	95,
Typewriting machines			124,697	214,
Windmills			4,698	4,
Woodworking machinery			9,815	26,
All other, and parts of			868,089	1,208,
Nails and wood screws—				
Cut lbs.	3,832,758	4,199,543	115,241	190,
Wire nails lbs.	3,704,931	4,366,776	155,107	233,
Wood screws				59,
All other (including tacks) lbs.	1,800,946	1,722,582	128,193	160,
Needles				6,
Pipes and fittings—				
Cast lbs.	6,382,199	15,969,536	204,918	765,
Wrought lbs.	7,511,269	11,433,446	348,748	785,
Radiators, etc lbs.	111,425	250,323	5,789	16,
Railroad spikes lbs.	1,760,367	1,385,332	74,553	70,
Rails for railways, of steel tons.	15,921	7,284	713,514	334,
Railway track material (except rails and spikes), switches, frogs, fishplates, splices, bars, etc			223,666	214,
Safes No.	87	70	4,656	4,
Scales and balances			25,530	49,
Sheets and plates—				
Galvanized-iron and steel sheets lbs.	4,718,611	13,347,301	242,368	1,071,
Iron sheets and plates lbs.	1,119,389	2,544,051	42,728	188,
Steel plates lbs.	6,621,032	5,346,428	252,930	454,
Steel sheets lbs.	3,997,310	5,980,260	167,623	439,
Ship and tank plates, punched and shaped lbs.		1,267,312		140,
Stoves and ranges, and parts of			89,581	130,
Structural iron and steel tons.	10,578	4,551	788,065	523,
Tin plates, and manufactures of—				
Tin plates, terneplates, and taggers tin lbs.	7,917,204	5,362,060	404,113	714,
All other manufactures of			43,000	77,
Tools—				
Axes No.	16,537	27,590	11,022	21,
Augers, bits, and drills				22,
Files and rasps				77,
Hammers and hatchets			20,889	34,
Saws			24,260	55,
Shovels and spades			25,150	40,
All other			212,414	181,
Wire, and manufactures of—				
Barbed wire lbs.	1,494,791	2,810,753	67,173	146,
All other wire lbs.	19,464,527	18,580,786	846,096	1,072,
Manufactures of—				
Wire ropes and cables				233,
Woven-wire fencing			17,314	46,
All other			273,705	196,
All other manufactures of iron and steel			1,178,287	1,424,
Lamps, chandeliers, etc. (except electric)			40,195	77,
Lead:				
Pigs, bars, etc.—				
From domestic ore lbs.	489,791	1,105,090	39,438	99,
From foreign ore lbs.	336,000	1,157,653	26,040	123,
Manufactures of			161,018	108,
Leather:				
Belting			106,075	105,
Carriage, automobile, and upholstery			1,497	8,
Patent			313,639	178,
Upper—				
Calf sq. ft.	534,776	198,906	207,615	115,
Kid sq. ft.	258,535	35,285	83,819	17,
All other upper			75,364	49,
All other leather			50,410	26,
Manufactures of—				
Boots and shoes—				
Children's pairs.	6,439	1,777	5,975	2,
Men's pairs.	34,453	22,292	137,317	109,
Women's pairs.	23,361	6,687	76,855	33,
Gloves doz. pairs.		1,023		16,
Harness and saddles			11,075	6,
All other			62,771	58,

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
SOUTH AMERICA—Continued.				
CHILE—continued.				
er, imitation			$13,249	$33,768
and dairy products:				
t products—				
eef products—				
Beef, pickled and other cured lbs.	54,200	330	5,687	118
Oleomargarine lbs.	20,990		2,816	
Tallow lbs.	93,820	77,360	11,609	16,491
log products—				
Bacon lbs.	15,704	19,866	3,255	7,135
Hams and shoulders, cured lbs.	28,369	24,962	5,769	7,256
Lard lbs.	378,457	106,800	62,334	24,279
Pork, pickled lbs.	35,432	2,580	4,664	441
Lard compounds, and other substitutes for lard lbs.	788,715	363,225	115,400	76,672
Stearin from animal fats lbs.	115,819	132,272	16,710	23,925
All other meat products			18,570	18,748
iry products—				
Butter lbs.	19,985	11,395	6,771	4,315
Cheese lbs.	13,371	52,226	3,703	16,081
Milk—				
Condensed lbs.	863,360	1,300,095	97,312	200,241
All other (including cream)				9
al polish			4,136	7,819
als, n. e. s			1,019	159,482
tor boats No.	5	8	8,911	18,788
cilage and paste			4,318	7,865
sical instruments:				
Player-pianos No.	83	203	30,357	75,485
Pianos, all other No.	213	222	55,586	54,737
Perforated music rolls			5,501	5,424
All other, and parts of			5,030	11,955
val stores:				
Rosin bbls.	12,239	12,896	72,890	84,452
Tar, turpentine, and pitch bbls.	5,869	5,578	34,700	37,535
Turpentine, spirits of galls.	104,555	241,234	57,258	139,851
ickel, and manufactures of			7,526	19,626
otions, n. e. s			8,605	42,935
alum lbs.	68,053	90,875	7,707	13,475
ilcloth and linoleum:				
For floors sq. yds.	39,853	37,200	17,322	19,577
All other			37,438	94,554
ils:				
Animal galls.	5,771	3,703	6,291	9,131
Mineral—				
Crude galls.	2,352,300	25,975	67,224	3,881
Gas oil and fuel oil galls.	127,195,157	30,879,655	2,826,963	1,090,497
Illuminating galls.	3,654,954	6,142,499	399,860	902,804
Lubricating, and heavy paraffin galls.	2,615,367	2,279,638	561,225	680,383
Naphthas, etc.—				
Gasoline galls.	389,420	1,067,142	97,955	324,326
All other galls.	1,803,707	3,578,517	462,703	1,039,186
Vegetable—				
Cottonseed lbs.	1,787,089	1,912,903	257,948	373,586
Linseed or flaxseed galls.	36,361	47,859	31,197	61,795
All other, fixed or expressed			148,343	123,987
Volatile or essential			14,386	19,064
Paints, pigments, colors, and varnishes:				
Dry colors			27,982	85,573
Lead—				
Red lbs.		369,871		45,390
White lbs.	156,654	135,829	14,108	14,944
Ready-mixed paint galls.	36,573	71,743	55,912	117,017
Varnishes galls.	14,802	37,714	23,520	52,439
Zinc, oxide of lbs.	40,170	483,070	5,632	65,055
All other (including crayons)			102,737	333,915
Paper:				
Bags			11,994	7,139
Books, music, maps, engravings, etchings, photographs, and other printed matter			93,938	189,105
Carbon paper			13,440	17,182
Paper board (strawboard, etc.)			24,770	55,781
Paper hangings			25,451	39,093
Playing cards			5,640	6,734

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	191
SOUTH AMERICA—Continued.				
CHILE—continued.				
Paper—Continued.				
Printing paper—				
News print.....lbs..	6,445,414	15,593,731	$205,948	$62
All other.....lbs..	7,508,063	4,442,904	585,349	35
Tissue and toilet paper.....				3
Wrapping paper.....lbs..	578,945	1,046,194	49,543	7
Writing paper and envelopes.....			65,637	20
All other.....			106,429	13
Paraffin and paraffin wax.....lbs..	10,189,243	15,411,278	577,644	1,37
Paste.....			3,599	
Pencils (except slate) and pencil leads.....			34,063	7
Pens.....			1,933	
Perfumery, cosmetics, and other toilet preparations..			51,844	6
Phonographs, graphophones, gramophones, and records, and materials for:				
Phonographs, graphophones, etc.....No..	1,552	1,377	31,507	5
Records, etc.....			16,624	2
Photographic goods:				
Cameras.....			2,405	1
Motion-picture films.....lin. ft..	245,682	788,244	13,904	6
Other sensitized goods.....			46,902	6
Other apparatus.....			3,979	
All other.....			11,839	1
Plaster, builders' and common.....			131	
Plated ware (except cutlery and jewelry).....			66,959	19
Plumbago or graphite, manufactures of.....			27,295	4
Quicksilver.....lbs..	298		409	
Refrigerators.....			2,987	
Roofing felt and similar materials.....			29,090	7
Seeds:				
Grass, clover.....lbs..	46,140	241	8,651	
All other.....			4,847	2
Shoe findings.....			111,763	9
Silk, manufactures of.....			35,124	20
Silk, artificial, manufactures of.....			3,579	2
Soap:				
Toilet or fancy.....			127,790	17
All other.....lbs..	422,388	433,268	27,560	4
Spices.....			2,800	
Spirits, wines, malt liquors, and other beverages:				
Whiskey—Rye.....pf. galls..	9,689	7,504	18,799	1
All other.....			5,331	1
Sponges.....lbs..	1,681	6,212	1,940	1
Starch.....lbs..	40,199	95,751	2,173	
Stearin, vegetable.....lbs..	517	29,900	48	
Stone, and manufactures of.....			19,246	3
Straw and palm leaf, manufactures of.....			7,573	
Sugar, refined.....lbs..	1,533,215	1,220,125	9,618	8
Surgical appliances (not including instruments).....			112,042	10
Suspenders and garters.....				7
Tobacco, manufactures of:				
Smoking.....lbs..	13,258	15,305	7,350	
All other.....			6,319	
Toys.....			17,565	5
Typewriter ribbons.....			6,664	1
Vegetables.....			12,989	2
Wall boards (substitute for plaster).....			14,214	
Wax, manufactures of.....			6,687	4
Wood:				
Railroad ties.....No..		43,002		2
Lumber—				
Boards, planks, and scantlings—				
Fir.....M ft..	34,561	45,416	401,386	85
Oak.....M ft..	269	332	16,909	3
Pine—				
White.....M ft..	195	94	9,972	
Yellow—				
Pitch.....M ft..	287		8,435	
All other.....M ft..	164	36	9,656	
Redwood.....M ft..	502	4,949	15,782	18
All other.....M ft..	220	163	17,593	2
Shooks—Box.....			4,251	
All other.....No..	25	6,300	40	1
Staves.....No..	78,534	24,248	16,968	
All other lumber.....			14,539	

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
SOUTH AMERICA—Continued.				
CHILE—continued.				
—Continued.				
oars and paddles				$12,581
rs, sash, and blinds			$2,572	2,523
niture			63,475	152,979
dles, implement and tool				22,183
nmings, moldings, etc			19,534	17,122
odenware			4,822	3,123
od pulp tons	2	459	101	30,261
other, manufactures of			175,385	133,012
manufactures of:				
ths and dress goods yds		584,851		873,564
aring apparel			12,182	27,704
other			403,162	150,303
iter, in pigs, etc lbs	159,055	359,344	18,039	39,165
lled, in sheets, etc lbs	103,269	460,053	21,722	90,910
other manufactures of			8,183	5,552
ther articles, n. e. s			150,172	25,689
Total domestic exports			44,403,102	63,116,249
l foreign exports			135,891	412,875
Total exports			44,538,993	63,529,124
COLOMBIA.				
asives			10,424	6,388
icultural implements:				
lows and cultivators			3,091	6,278
ll other			52,048	76,651
minum, and manufactures of			21,793	11,624
mals			4,097	2,138
works, painting and statuary			4,418	4,780
estos			11,328	10,230
letic and sporting goods			10,633	8,608
bbitt metal lbs	9,687	2,936	1,680	905
liard tables and accessories				10,726
cking (including shoe paste)			11,312	10,324
ass, manufactures of			33,608	41,017
eadstuffs:				
Bread and biscuit lbs	388,517	200,737	45,279	27,914
Corn bush	3,862	68	3,719	164
Corn meal and corn flour bbls	504	188	2,985	1,691
Oatmeal bush	79,718	67,420	4,324	4,527
Preparations of, for table food			36,048	9,758
Rice lbs	3,383,644	408,890	142,775	21,597
Wheat bush	164,873	4,654	311,150	13,618
Wheat flour bbls	22,773	2,932	184,798	35,412
All other breadstuffs			2,513	561
rushes			13,661	9,927
uttons, and parts of			34,530	23,264
ars, automobiles, and other vehicles:				
Automobiles—				
Commercial No	2	3	4,998	7,100
Passenger No	173	164	118,937	121,422
Parts of (not including engines, etc.)			27,777	40,717
Carriages No	42	20	8,322	3,345
Cars, for steam railways—				
Passenger			71,488	65,628
All other			22,804	28,060
For other railways			47,538	
Bicycles, tricycles, etc			9,406	8,256
Motorcycles No	11	13	2,128	2,472
Wagons No	12	11	969	871
Wheelbarrows			4,250	7,558
All other			27,506	112,275
Celluloid, and manufactures of			50,003	17,467
Cement, hydraulic bbls	64,027	49,968	122,277	122,236
Chemicals, drugs, dyes, and medicines:				
Acids—				
Sulphuric lbs	235,413	349,452	6,757	9,591
All other			32,222	48,250
Dyes and dyestuffs			24,372	47,479
Infants' food				8,412

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
SOUTH AMERICA—Continued.				
COLOMBIA—continued.				
Chemicals, etc.—Continued.				
Medicinal and pharmaceutical preparations			$342,157	$316
Petroleum jelly, etc			5,858	
Potash				18
Roots, herbs, and barks, n. e. s			4,053	
Soda, salts, and preparations of			65,594	99
All other			540,863	249
Chewing gum			104	
Clocks and watches:				
Clocks, and parts of			23,077	13
Watches, and parts of			3,008	
Coal and coke:				
Coal—				
Anthracite.....tons	983	31	5,802	
Bituminous.....tons	8,746	9,186	40,342	41
Coke.....tons	47	86	746	
Cocoa and chocolate, prepared, etc			17,409	15
Confectionery			46,552	25
Copper:				
Plates and sheets.....lbs	45,988	56,234	17,577	19
Wire.....lbs	63,287	76,073	22,136	26
All other manufactures of			27,478	16
Cork, manufactures of			20,218	11
Cotton:				
Unmanufactured—				
Upland, and other.....lbs		375,070		115
Manufactures of—				
Blankets and comforts				7
Cloth—				
Unbleached.....yds	5,166,779	2,999,335	369,672	324
Bleached.....yds	5,955,939	2,419,533	451,587	309
Colored—				
Printed.....yds	9,616,577	3,902,943	625,062	442
Dyed, etc.....yds	988,683	2,299,417	104,616	364
All other.....yds	10,555,652	1,933,679	1,077,961	309
Laces and embroideries			25,665	13
Mill waste.....lbs	27,172	31,309	3,156	
Wearing apparel—				
Corsets			14,986	19
Knit goods			173,988	89
All other			222,571	79
Yarn.....lbs		395,492	329,094	189
All other			394,938	159
Dental goods			18,888	29
Earthen, stone, and china ware:				
Chinaware			13,092	
Earthen and stone ware			8,929	29
Sanitary earthenware			4,218	
Tiles (except drain)			4,411	
All other			11,281	
Electrical machinery, appliances, and instruments:				
Batteries (electric)			11,774	19
Dynamos or generators (electric)			16,616	19
Insulated wire and cables			42,232	49
Interior wiring supplies, etc			8,918	19
Lamps, incandescent—				
Carbon filament.....No	4,360	3,650	765	
Metal filament.....No	232,939	423,820	40,710	79
Motors (electric)			22,600	39
Telegraph instruments			12,259	
Telephones			20,031	
Transformers (electric)			11,210	19
All other			120,401	79
Explosives:				
Cartridges, loaded			9,400	
Dynamite.....lbs	117,688	102,146	33,401	39
Gunpowder.....lbs	52,661	132,686	17,440	49
All other			145,255	69
Fibers, vegetable, manufactures of:				
Bags			39,473	29
Cordage.....lbs	212,805	90,612	33,437	29
Twine, binder and other			120,400	39
All other manufactures of			15,021	

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
SOUTH AMERICA—Continued.				
COLOMBIA—continued.				
Fish:				
Dried.....lbs..	30,431	13,471	$2,920	$1,744
Salmon, canned.....lbs..	216,861	75,477	22,575	11,479
Canned (except salmon, etc.).....			30,461	14,499
Shellfish.....			6,000	4,763
All other.....			1,516	2,057
Flavoring extracts.....			10,343	13,004
Fruits and nuts:				
Fruits—				
Apples, green or ripe.....bbls..	845	726	3,522	3,815
Raisins, and other dried grapes.....lbs..	27,581	17,188	2,912	2,026
All other, green, ripe, or dried.....			10,977	7,746
Preserved—				
Canned.....			8,040	4,467
Other preserved.....			1,433	2,630
Nuts.....			1,919	1,251
Furniture of metal.....			43,764	41,784
Furs and fur skins.....			6,171	1,759
Glass and glassware:				
Bottles, vials, etc. (glass).....			48,961	54,453
Cylinder, crown, and common window glass .....box, 50 sq. ft..	10,060	2,177	51,885	13,813
Plate glass.....sq. ft..	22,993	19,782	12,558	8,029
All other.....			120,400	104,316
Glue.....lbs..	26,607	22,721	5,238	7,764
Grease:				
Lubricating.....			17,040	13,795
Soap stock and other.....			2,923	916
Hats, and materials for.....			606	23,061
Hops.....lbs..	54,905	46,052	10,383	14,796
Household and personal effects.....			1,963	1,140
India rubber, manufactures of:				
Belting, hose, etc.....			16,351	25,096
Boots and shoes.....pairs..	6,843	3,823	4,120	2,598
Druggists' rubber sundries.....				6,473
Tires—				
Automobile.....			39,296	54,648
All other.....			5,782	6,532
All other manufactures of.....			42,052	21,060
Ink:				
Printers'.....			12,035	4,620
All other.....			11,220	8,909
Instruments and apparatus for scientific purposes.....			13,706	14,663
Iron and steel:				
Bar iron.....lbs..	1,053,086	575,270	40,771	31,528
Bars or rods of steel.....lbs..	3,140,359	757,584	113,466	44,790
Bolts, nuts, rivets, and washers.....lbs..	242,960	170,895	17,068	18,374
Car wheels and axles.....			462	7,154
Castings, n. e. s.....			5,111	8,080
Chains.....				8,948
Cutlery—				
Razors.....			2,866	1,632
Table.....			18,797	13,552
All other.....			30,073	21,407
Enamel ware—				
Bath tubs.....No..	175	46	3,455	1,006
Lavatories and sinks.....			15,978	10,847
All other.....			154,266	124,569
Firearms.....			8,067	7,928
Hardware, builders'—				
Locks.....			38,885	35,225
Hinges and other.....			69,041	21,962
Other hardware.....				15,334
(Not including chains, cutlery, nails, screws, and tools.)				
Horseshoes.....lbs..	100	80,716	6	4,855
Hoop, band, and scroll (iron, etc.).....lbs..	99,494	9,105	2,479	1,000
Machinery, machines, and parts of, n. e. s.—				
Adding and calculating machines.....No..	20	54	3,424	9,053
Air-compressing machinery.....			858	4,623
Brewers' machinery.....			143	325
Cash registers.....No..	81	31	15,181	7,257
Cotton gins.....No..	5	24	1,272	3,121
Elevators and elevator machinery.....			3,706	4,268

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	191
SOUTH AMERICA—Continued.				
COLOMBIA—continued.				
Iron and steel—Continued.				
Machinery, etc.—Continued.				
Engines, and parts of—				
Internal-combustion engines—				
Gasoline—				
Marine.....No..	53	5	$4,818	
All other.....No..	13	21	1,876	1
Steam engines—				
Locomotives.....No..		3		5
Stationary.....No..	11	13	7,384	1
All other.....No..	1	1	850	
All other.....No..	70	21	21,655	1
Parts of.....			71,672	8
Excavating machinery.....				6
Laundry machinery.....			787	
Metal working.....			20,859	1
Milling, flour and grist.....			39,065	1
Oil-well.....			34,053	2
Mining, all other.....			22,261	10
Printing presses.....			20,161	1
Pumps and pumping machinery.....			13,319	2
Refrigerating machinery, etc.....			8,309	
Road-making machinery.....				
Sewing machines.....			154,051	12
Shoe machinery.....			912	
Sugar-mill machinery.....			34,498	3
Textile machinery.....			28,968	9
Typesetting machines, linotype, etc.....			8,405	
Typewriting machines.....			107,002	7
Sawmill machinery.....			5,251	
Woodworking machinery—All other.....			4,868	
All other.....			269,775	21
Nails and wood screws:				
Cut.....lbs..	46,432	23,406	1,874	
Wire nails.....lbs..	1,185,705	318,834	55,585	2
Wood screws.....				
All other (including tacks).....lbs..		190,912		2
Pipes and fittings—				
Cast.....lbs..	1,665,301	165,709	29,781	1
Wrought.....lbs..	797,456	235,698	47,551	2
Railroad spikes.....lbs..	573,694	95,700	20,244	
Rails for railways, of steel.....tons..	3,915	1,777	154,580	8
Railway track material, switches, frogs, etc.....			50,117	2
Safes.....No..	776	411	29,954	2
Scales and balances.....			16,821	
Sheets and plates—				
Galvanized iron and steel sheets.....lbs..	3,757,157	1,570,103	181,825	12
Iron sheets and plates.....lbs..	700,009	39,764	33,507	
Steel plates.....lbs..	193,910	77,463	8,130	
Steel sheets.....lbs..	141,702	69,476	7,417	
Stoves and ranges, and parts of.....			10,218	
Structural iron and steel.....tons..	1,135	316	78,596	5
Tin plates and manufactures of—				
Tin plates, terneplates, and taggers tin.....lbs..	338,728	26,910	20,844	
All of manufactures of.....			54,071	1
Tools—				
Axes.....No..	34,054	23,569	22,963	1
Augers, bits, and drills.....				1
Files and rasps.....				
Hammers and hatchets.....			7,468	
Saws.....			13,139	1
Shovels and spades.....			7,665	
All other.....			96,514	4
Wire, and manufactures of—				
Wire—				
Barbed.....lbs..	6,231,345	2,901,840	274,328	15
All other.....lbs..	1,380,215	825,691	76,755	5
Manufactures of—				
Wire ropes and cables.....				1
Woven-wire fencing.....			7,177	
All other.....			107,781	3
All other manufactures of iron and steel.....			280,148	17
Jewelry.....			4,882	2

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
SOUTH AMERICA—Continued.				
COLOMBIA—continued.				
, etc. (except electric)			$22,224	
bars, etc. (from domestic ore)...lbs..	29,202	36,625	2,609	$3,977
ıfactures of			26,704	43,931
er:				
ıng			16,316	11,815
nt			33,719	29,336
er—				
lf...sq. ft..	63,858	55,149	22,884	26,597
ıed kid...sq. ft..	666,047	309,146	202,362	126,097
ll other upper			52,936	40,620
other leather			34,381	18,075
ıufactures of—				
oots and shoes—				
Children's...pairs..	10,724	6,966	12,383	8,948
Men's...pairs..	24,514	14,238	57,583	33,803
Women's...pairs..	27,478	18,866	62,496	43,142
larness and saddles			6,168	2,693
ll other			15,842	10,757
her, imitation			2,072	4,469
...bush..	23,969	9,743	39,004	19,414
hes			713	1,044
t and dairy products:				
ıat products—				
Beef products—				
Beef, canned...lbs..	14,564	1,778	3,165	502
Oleomargarine...lbs..	18,799	2,375	3,333	577
Tallow...lbs..	484,729	104,653	64,663	19,013
Hog products—				
Hams and shoulders, cured...lbs..	56,405	15,921	13,183	4,768
Lard...lbs..	596,477	163,572	108,841	41,318
Lard compounds, and other substitutes, etc..lbs..	22,873	2,152	4,038	499
Sausage, canned and other...lbs..	18,740	5,815	4,318	1,696
Stearin, from animal fats...lbs..	205,272	190,960	26,017	42,982
All other canned			9,303	2,784
All other			7,757	3,982
Dairy products—				
Butter...lbs..	55,980	8,589	19,076	3,849
Cheese...lbs..	19,067	12,086	5,315	4,639
Milk, condensed...lbs..	146,173	184,328	18,954	28,198
tals, n. e. s			1,592	6,265
otor boats...No..	3	3	7,305	19,933
usical instruments:				
Pianos—				
Player pianos...No..	269	140	81,471	45,498
All other...No..	191	118	40,945	35,281
Piano players...No..	18	1	4,827	796
Perforated music rolls			7,342	4,527
All other, and parts of			10,167	6,687
Naval stores:				
Rosin...bbls..	11,372	12,771	70,678	84,437
Tar, turpentine, and pitch...bbls..	537	287	3,130	2,230
Turpentine, spirits of...galls..	12,124	9,595	7,304	6,777
Notions			8,510	16,320
Nursery stock			3,036	425
Oakum...lbs..	46,396	66,990	5,044	9,564
Oilcloth and linoleum:				
For floors...sq. yds..	8,285	6,304	4,043	2,941
All other			10,420	13,382
Oils:				
Animal...galls..	632	199	646	339
Mineral, crude, etc...galls..	1,500,104	1,361,915	150,014	244,178
Mineral, refined or manufactured—				
Gas and fuel...galls..	71,515	520	6,467	74
Illuminating...galls..	348,929	300,915	45,609	51,982
Lubricating and heavy paraffin...galls..	103,679	93,000	38,050	36,903
Naphtha and all lighter products of distillation—				
Gasoline...galls..	280,805	197,613	81,047	65,127
All other...galls..	2,778	49,132	911	16,038
Vegetable—				
Fixed or expressed—				
Cottonseed...lbs..	39,971	6,540	5,424	1,310
Linseed or flaxseed...galls..	35,111	29,640	33,077	38,981
All other			20,077	7,375
Volatile or essential			6,656	8,465

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
SOUTH AMERICA—Continued.				
COLOMBIA—continued.				
Paints, pigments, colors, and varnishes:				
Dry colors			$19,128	$25
Ready-mixed paints ..... galls.	27,304	13,474	45,691	26
Varnish ..... galls.	6,855	5,894	7,319	7
White lead ..... lbs.	15,550	11,199	1,636	1
Zinc, oxide of ..... lbs.	55,211	71,026	6,719	9
All other (including crayons)			54,106	40
Paper:				
Bags			5,600	7
Books, music, maps, etc			113,932	100
Boxes and cartons			11,275	7
Paper board (strawboard, etc.)			24,013	22
Paper hangings			22,797	14
Printing paper—				
News print ..... lbs.	3,307,996	955,123	135,360	47
All other printing ..... lbs.	1,881,711	464,749	155,294	46
Tissue and toilet paper			(a)	8
Wrapping paper ..... lbs.	749,764	924,243	52,606	81
Writing paper and envelopes			78,544	78
All other			88,889	28
Paraffin and paraffin wax ..... lbs.	1,681,603	2,420,469	130,259	298
Pencils (except slate) and pencil leads			12,038	14
Pens, fountain and metallic (except gold)			4,237	2
Perfumery, cosmetics, etc			37,159	33
Phonographs, graphophones, etc., and records, etc., for:				
Phonographs, graphophones, etc ..... No.	556	584	11,936	13
Records and materials for			9,821	11
Photographic goods:				
Cameras			2,286	4
Sensitized goods			14,796	14
All other			12,528	5
Plated ware (except cutlery and jewelry):				
Silver-plated ware			45,260	22
All other			21,699	16
Plumbago or graphite, and manufactures of			5,978	3
Refrigerators			660	4
Roofing felt and similar materials			6,314	6
Seeds			8,675	7
Shoe findings			13,699	14
Silk, manufactures of			32,613	25
Soap:				
Toilet			44,875	29
All other ..... lbs.	287,432	149,979	14,413	11
Spices			7,021	10
Spirits, wines, malt liquors, and other beverages:				
Malt liquors in bottles ..... doz. qts.	12,762	5,406	16,511	9
Spirits, distilled—				
Whisky, rye ..... pf. galls.	2,687	485	6,230	1
All other ..... pf. galls.	2,288	1,075	2,307	2
Wines ..... galls.	44,047	14,820	23,047	12
All other			5,456	4
Starch ..... lbs.	12,299	308,632	560	25
Stearin, vegetable ..... lbs.	43,718	18,655	5,573	3
Stone, and manufactures of			17,647	8
Straw and palm leaf, manufactures of			39,358	22
Sugar and molasses:				
Molasses and sirup ..... galls.	51	42	21	
Sugar, refined ..... lbs.	260,217	60,533	17,595	5
Surgical appliances (not including instruments)			29,047	16
Tobacco, and manufactures of:				
Unmanufactured—Leaf ..... lbs.	45,630	51,651	8,777	12
Manufactures of			3,787	6
Toys			20,169	22
Trunks, valises, and traveling bags			9,289	7
Type ..... lbs.	21,364	10,927	10,189	6
Typewriter ribbons			4,373	1
Umbrellas and parasols			7,157	13
Vegetables:				
Beans and dried peas ..... bush.	1,119	193	5,776	1
Onions ..... bush.	1,509	834	3,279	1
Pickles and sauces			6,177	4
Potatoes (except sweet potatoes) ..... bush.	11,524	2,733	17,662	4
Canned			10,708	5
All other			2,553	2

a Not separately reported prior to 1918.

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
SOUTH AMERICA—Continued.				
COLOMBIA—continued.				
and manufactures of			$9,188	$3,871
, and manufactures of:				
nber—				
oards—				
Pine—				
White M ft.	191	25	7,824	856
Yellow-pitch M ft.	640	570	15,960	22,642
All other M ft.	76	26	3,882	2,143
ll other			18,951	1,580
ors, sash, and blinds			5,730	1,239
rniture			84,138	51,803
mmings, moldings, etc			5,579	3,360
oodenware			1,746	1,606
l other			43,329	41,240
l, manufactures of:				
oths and dress goods yds.		79,937		121,288
earing apparel			53,315	10,058
ll other			308,128	20,514
c, and manufactures of:				
pelter in pigs, etc., from domestic ore lbs.	33,228	1,476	4,763	121
lates and sheets lbs.	44,183	54,394	9,076	10,565
ll other			7,748	11,692
other articles			37,058	31,516
Total domestic exports			14,667,256	10,800,819
tal foreign exports			254,313	193,380
Total exports			14,921,569	10,994,199
ECUADOR.				
gricultural implements			35,948	43,814
luminum and manufactures of			2,138	7,100
nimals:				
Cattle No.	18	19	3,650	2,600
All other (including fowls)			1,424	825
sbestos, manufactures of			2,069	1,147
lacking (including shoe paste, etc.)			14,971	4,004
rass, and articles made from			11,409	10,572
readstuffs:				
Oats bush.		1,280		1,554
Preparations of, for table food			12,553	7,247
Rice lbs.	709,379		37,744	
Wheat flour bbls.	56,152	14,799	416,268	177,069
All other			4,618	1,644
Bronze, manufactures of			1,500	2,912
Brushes			2,779	2,564
Buttons, and parts of			11,462	8,380
Candles lbs.	31,028	30,450	3,410	5,360
Cars, carriages, other vehicles, and parts of:				
Automobiles, and parts of—				
Commercial No.	1	3	2,050	6,876
Passenger No.	137	142	106,478	130,086
Parts of (not including engines, etc.)			12,648	12,964
Cars, passenger and freight—				
For steam railways			5,330	
For other railways			8,219	
Motorcycles No.	13	11	3,111	2,216
Wheelbarrows, pushcarts, etc			2,226	2,090
All other and parts of			9,458	11,001
Celluloid, and manufactures of			16,849	2,967
Cement, hydraulic bbls.	34,975	18,474	59,790	47,344
Chemicals, drugs, dyes, and medicines:				
Acids			6,666	5,822
Copper, sulphate of lbs.	12,211	56,316	1,309	5,244
Dyes and dyestuffs			7,578	24,668
Medicinal and pharmaceutical preparations			71,564	101,293
Soda, salts, and preparations of			13,588	14,898
All other			141,877	86,749
Chewing gum			1,772	3,816
Clocks and watches, and parts of			6,945	2,908
Coal and coke:				
Coal—				
Anthracite tons.	25		400	
Bituminous tons.	19,253	8,645	83,219	47,178
Coke tons.	61	72	830	1,400

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
SOUTH AMERICA—Continued.				
ECUADOR—continued.				
Confectionery			$4,710	$9,
Copper, manufactures of:				
Wire.....lbs.	7,416	10,532	2,617	3,
All other manufactures of			2,087	3,
Cork, manufactures of			3,871	3,
Cotton:				
Unmanufactured—Upland and other.....lbs.	65,141	250,000	11,000	72,
Manufactures of—				
Blankets and comforts				11,
Cloths—				
Unbleached.....yds.	1,448,253	452,440	124,221	52,
Bleached.....yds.	2,061,468	957,362	210,271	132,
Colored—				
Printed.....yds.	2,014,183	748,945	154,634	98,
Dyed in the piece.....yds.	670,657	846,887	64,982	146,
All other.....yds.	3,713,189	735,520	392,657	126,
Laces and embroideries			4,731	10,
Wearing apparel—				
Corsets			2,409	1,
Knit goods			102,302	48,
All other			123,286	49,
Yarn.....lbs.		109,430	4,694	55,
All other			127,214	60,
Dental goods			4,009	1,
Earthen, stone, and china ware:				
Chinaware			3,422	5,
Earthen and stoneware			3,685	3,
Sanitary earthenware, etc			6,989	1,
Tiles (except drain)			1,536	5,
All other			3,515	4,
Electrical machinery, appliances, and instruments:				
Batteries			3,163	3,
Dynamos or generators			7,731	9,
Insulated wire and cables			10,932	15,
Interior wiring supplies, etc			5,645	6,
Lamps—Incandescent—				
Carbon filament.....No.	29,615	4,468	4,643	
Metal filament.....No.	24,674	44,594	6,665	10,
Meters and other measuring instruments			3,371	1,
Motors			12,178	9,
Telephones			20,508	
All other			36,972	41,
Explosives:				
Cartridges, loaded			13,115	14,
Dynamite.....lbs.	61,000	84,500	13,210	24,
Fuses				9,
Gunpowder.....lbs.	78,224	23,200	30,597	8,
All other			8,564	12,
Fibers, vegetable, manufactures of:				
Bags			12,193	3,
Cordage.....lbs.	272,258	61,147	35,333	13,
Twine			20,806	4,
All other manufactures of			4,557	2,
Fish:				
Dried, smoked, or cured.....lbs.	20,219	15,727	2,927	2,
Salmon, canned.....lbs.	276,654	215,456	25,302	28,
Fish, canned (except salmon and shellfish)			12,273	16,
Shellfish			4,159	3,
All other fish and fish products			304	
Fruits and nuts			8,552	9,
Furniture, metal			7,778	13,
Furs and fur skins, dressed, and manufactures of			3,876	
Glass and glassware:				
Bottles, vials, demijohns, etc			11,476	6,
Cylinder, crown and common window glass.....box, 50 sq. ft.	3,281	492	14,308	2,
Plate glass.....sq. ft.	5,487	5,676	3,058	4,
All other			47,234	30,
Grease, lubricating			1,624	5,
Hats, and materials for			562	4,
Hops.....lbs.	30,483	25,463	5,118	7,
Household and personal effects			7,869	2,
India rubber, manufactures of:				
Belting, hose, and packing			8,451	27,
Tires—				
For automobiles			13,645	46,
All other			1,674	
other			18,495	10,

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
SOUTH AMERICA—Continued.				
ECUADOR—continued.				
Ink			$7,250	$10,743
Instruments and apparatus for scientific purposes			4,552	3,625
Iron and steel:				
Bar iron ..... lbs.	87,187	267,107	3,030	13,080
Bars or rods of steel ..... lbs.	1,258,130	202,160	44,137	17,823
Bolts, nuts, rivets, washers ..... lbs.	99,559	83,679	6,241	7,388
Castings, n. e. s.			4,975	1,629
Cutlery—				
Table			6,716	3,029
All other			10,108	12,129
Enamel ware—				
Lavatories and sinks			7,887	3,111
All other			70,017	64,636
Firearms			4,065	1,167
Hardware, builders'—				
Locks			14,660	12,962
Hinges and other			23,626	6,955
Other hardware				9,051
Machinery, machines, and parts of—				
Air compressing machinery			251	6,055
Cotton gins ..... No.	5	23	1,152	3,521
Engines, and parts of—				
Internal-combustion engines—				
Gasoline—				
Marine ..... No.	38	11	7,430	15,026
Stationary ..... No.	13	16	4,075	4,438
Steam—Locomotive ..... No.	1	1	4,290	16,500
All other engines ..... No.	12	26	1,994	56,313
Parts of			15,007	26,658
Flour and grist mill machinery			182	3,177
Metal-working machinery			16,700	14,307
Mining machinery			1,805	27,882
Printing presses			1,649	1,834
Pumps and pumping machinery			8,123	11,063
Sewing machines			29,693	38,724
Sugar-mill machinery			6,360	29,654
Textile machinery			262	31,173
Typewriting machines			20,188	32,021
Woodworking machinery			3,249	8,064
All other, and parts of			89,358	67,508
Nails and wood screws—				
Wire nails ..... lbs.	1,761,311	403,014	80,650	24,370
Wood screws				3,537
All other, including tacks ..... lbs.	249,855	42,913	14,130	5,468
Pipes and fittings—				
Cast ..... lbs.	74,100	373,758	2,042	20,788
Wrought ..... lbs.	290,528	128,886	16,216	10,447
Railroad spikes ..... lbs.	22,989	72,858	935	4,178
Rails for railways, of steel ..... tons.	56	293	2,544	15,275
Railway track material—Switches, frogs, etc.			26,869	11,124
Safes ..... No.	63	35	2,729	2,097
Scales and balances			2,491	6,113
Sheets and plates—				
Galvanized ..... lbs.	925,424	582,509	45,100	51,738
Iron ..... lbs.	40,715	29,796	1,277	3,131
Steel ..... lbs.	211,629	106,742	9,275	7,541
Stoves and ranges, and parts of			4,937	4,448
Structural iron and steel ..... tons.	338	58	17,756	12,824
Tin plates, and manufactures of—				
Tin plates, terneplates, and taggers' tin ..... lbs.	544,037	9,350	29,997	905
All other manufactures of			10,312	4,758
Tools, n. e. s.—				
Axes ..... No.	7,783	7,018	6,514	6,599
Saws			3,768	3,868
All other			31,681	29,335
Wire, and manufactures of—				
Wire—				
Barbed ..... lbs.	1,105,770	118,250	47,653	5,955
All other ..... lbs.	127,546	24,825	7,539	2,118
Manufactures of			16,903	9,313
All other manufactures of iron and steel			82,171	66,877
Lamps, chandeliers, etc. (except electric)			14,931	11,489
Lead:				
Pigs, bars, etc ..... lbs.	184,358	103,553	12,781	10,560
Manufactures of			8,603	2,350

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
SOUTH AMERICA—Continued.				
ECUADOR—continued.				
Leather:				
Belting			$7,128	$7,
Patent			20,695	30,
Upper—				
Calf...sq. ft..	48,057	9,531	17,306	4,
Kid...sq. ft..	239,408	128,801	72,550	48,
Grain and split...sq. ft..		25,704		8,
All other upper			5,787	14,
All other leather			6,378	6,
Manufactures of—				
Boots and shoes—				
Children's...pairs..	23 092	16 024	20,759	17,
Men's...pairs..	13,619	8,959	37,576	17,
Women's...pairs..	19,224	7,037	41,416	15,
Harness and saddles			6,341	1,
All other			9,935	4,
Leather imitation			623	1,
Malt...bush..	32,113	16,113	43,482	24,
Meat and dairy products:				
Meat products—				
Beef products—Tallow...lbs..	137,902	20,424	17,206	4,
Hog products—				
Hams and shoulders, cured...lbs..	69,868	41,075	17,686	12,
Lard...lbs..	3,842,692	1,810,527	686,141	538,
Lard compounds and other substitutes for lard...lbs..	1,959	201,470	355	58,
All other meat products—				
Canned			2,687	1,
All other			1,988	2,
Dairy products			2,860	6,
Musical instruments:				
Pianos—				
Player pianos...No..	100	117	30,005	37,
All other...No..	61	73	13,524	18,
All other, and parts of			9,878	10,
Naval stores:				
Rosin...bbls..	1,261	1,808	8,235	14,
All other			3,377	3,
Nickel, manufactures of			6,382	
Notions, n. e. s.			3,103	4,
Oilcloth and linoleum:				
For floors...sq. yds..	9,355	8,882	4,256	4,
All other			18,261	3,
Oils:				
Mineral—Refined or manufactured—				
Illuminating...galls..	509,620	602,290	66,660	103,
Lubricating...galls..	67,921	131,217	21,669	43,
Vegetable—Fixed or expressed—				
Linseed or flaxseed...galls..	6,976	4,066	5,296	6,
All other			10,862	5,
All other oils			2,678	4,
Paints, pigments, colors, and varnishes:				
Dry colors			7,709	8,
Ready-mixed paints...galls..	4,595	6,697	7,314	13,
Zinc, oxide of...lbs..		45,467		6,
All other, including crayons			15,923	28,
Paper:				
Bags			9,019	6,
Books, music, maps, engravings, etc			33,537	61,
Paper board, etc			6,459	3,
Paper hangings			5,742	5,
Printing paper—				
News print...lbs..	780,244	519,616	37,289	21,
All other...lbs..	743,828	222,321	68,519	17,
Wrapping paper...lbs..	1,096,230	343,699	89,295	29,
Writing paper and envelopes			40,295	31,
All other			3,289	14,
Paraffin and paraffin wax...lbs..	300,554	354,037	22,026	42,
Pencils (except slate) and pencil leads			7,086	6,
Perfumeries, cosmetics, etc			52,917	20,
Phonographs, graphophones, etc., and records, and materials for:				
Phonographs, graphophones, etc...No..	285	66	6,119	2,
Records and materials for			2,202	
Photographic goods:				
Sensitized goods			5,137	3,
Other			2,370	4,

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
SOUTH AMERICA—Continued.				
ECUADOR—continued.				
ware (except cutlery and jewelry)			$10,929	$14,596
			5,311	5,841
dings			6,731	11,063
nufactures of			11,006	12,725
or fancy			23,316	10,123
her lbs.	718,582	1,134,602	46,633	117,457
			5,488	3,270
wines, malt liquors, and other beverages:				
liquors—In bottles doz. qts.	4,831	4,457	6,169	6,742
ts, distilled pf. galls.	1,222	1,177	1,983	3,854
s galls.	53,647	61,485	27,466	37,818
ther			5,299	3,135
and manufactures of			3,962	9,074
and palm leaf, manufactures of			7,292	2,121
l appliances (not including instruments)			13,869	15,028
ders and garters				5,181
			8,745	7,615
s, valises, and traveling bags			3,262	708
ables:				
ned			3,996	2,784
ther			3,637	2,923
:				
nber—				
oards, planks, and scantlings M ft.	256	41	4,744	1,338
ll other lumber			526	160
niture			14,331	13,780
other manufactures of			10,853	9,971
manufactures of:				
ths and dress goods yds.		42,564		47,587
aring apparel			7,374	1,873
other			141,512	5,409
manufactures of			7,569	7,859
ther articles			38,041	51,671
Total domestic exports			5,916,662	4,835,926
l foreign exports			120,079	88,618
Total exports			6,036,741	4,924,544
FALKLAND ISLANDS.				
adstuffs:				
heat flour bbls.	110		900	
ll other breadstuffs				3,507
l, bituminous tons.	5,166	10,338	29,165	61,137
tom, manufactures of				7,090
ers, vegetable, manufactures of:				
ordage lbs.		63,178		23,899
ll other				14,144
lia rubber, manufactures of:				
hoes pairs.	4,066		1,675	
ires, for automobiles			1,817	
n and steel:				
Hardware, builders'				15,563
Hoop, band, and scroll lbs.		20,020		1,262
Machinery, and parts of			150	4,644
Switches, frogs, etc				2,112
Tin plates, terneplates, and taggers' tin lbs.		127,315		21,000
All other				20,757
eather, manufactures of				2,471
eat and dairy products:				
Meat products—				
Beef, pickled lbs.	41,250		3,000	
Pork, pickled lbs.	15,480		1,584	
All other meat products—Canned meat				39,377
Wood:				
Lumber—				
Boards, planks, etc M ft.		110		5,000
Shooks				65,300
All other articles			396	15,353
Total domestic exports			38,777	302,616
Total foreign exports				2,393
Total exports			38,777	305,009

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Value.	
	1917	1918	1917	
SOUTH AMERICA—Continued.				
GUIANA—BRITISH.				
Agricultural implements:				
Plows and cultivators			$4,219	
All other			4,676	
Animals:				
Mules.....No.	290	2	53,475	
All other (including fowls)			1,602	
Athletic and sporting goods			1,964	
Blacking, shoe paste, polish, etc.			6,091	
Brass, manufactures of			5,274	
Breadstuffs:				
Barley.....bush.	4,247	856	5,872	
Bread and biscuit.....lbs.	143,811	108,536	12,522	
Corn.....bush.	3,664	1,444	4,697	
Corn meal and corn flour.....bbls.	4,204	3,529	23,197	
Mill feed.....tons.	9	45	411	
Oats.....bush.	31,651	35,722	22,097	
Oatmeal and rolled oats.....lbs.	53,757	75,697	2,249	
Preparations of, for table food			10,727	
Wheat flour.....bbls.	33,622	19,253	282,839	
All other breadstuffs			5,907	
Brushes			1,590	
Buttons, and parts of			5,542	
Candles.....lbs.	34,080	39,967	3,106	
Cars, automobiles, and other vehicles:				
Automobiles—				
Commercial.....No.	1	7	1,590	
Passenger.....No.	146	180	65,989	
Parts of (except engines)			23,597	
Bicycles, tricycles, etc.			3,265	
Motorcycles.....No.	30	55	5,047	
Wheelbarrows, pushcarts, etc.			1,662	
All other, etc.			3,319	
Cement, hydraulic.....bbls.	22,251	42,889	36,998	
Chemicals, drugs, dyes, and medicines:				
Acids—				
Sulphuric.....lbs.	876,097	868,806	26,085	
All others			26,351	
Medicinal and pharmaceutical preparations			14,803	
Petroleum jelly			1,550	
Soda, salts, and preparations of			3,627	
Sulphur or brimstone.....tons.	26	152	1,041	
All other			139,062	
Clocks and watches, and parts of			1,285	
Coal: Bituminous.....tons.	3,064	3,902	9,397	
Cocoa and chocolate, prepared, etc.			1,452	
Confectionery			4,384	
Copper, manufactures of			6,916	
Cork, manufactures of			214	
Cotton, manufactures of:				
Blankets and comforts				
Cloths—				
Unbleached.....yds.	489,245	372,045	44,790	
Bleached.....yds.	420,950	669,896	37,220	
Colored—				
Printed.....yds.	1,802,117	1,301,435	119,604	
Dyed in the piece.....yds.	32,260	671,362	3,987	
All other.....yds.	1,889,189	1,829,754	217,793	
Laces and embroideries			2,947	
Wearing apparel—				
Corsets			2,823	
Knit goods			33,785	
All other			22,870	
All other			23,944	
Earthen, stone, and china ware			1,567	
Electrical machinery, appliances, and instruments:				
Batteries			1,833	
Lamps—				
Incandescent—Metal filament.....No.	10,337	23,336	1,788	
Magnetos, spark plugs, etc.				
Motors (electric)			3,440	
Telephones			6,257	
All other			13,860	
Explosives			2,467	
Fertilizers (except rock).....tons.	288	2,685	18,836	

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xports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
SOUTH AMERICA—Continued.				
GUIANA—BRITISH—continued.				
egetable, manufactures of:				
			$3,304	$1,228
e.....lbs..	51,225	74,275	8,282	16,962
(except binder)			3,428	8,038
ier manufactures of			2,332	4,880
smoked, or cured—				
haddock, etc.....lbs..	458,090	275,607	34,444	28,530
ring.....lbs..	78,110	9,516	5,706	760
other.....lbs..	253,252	91,038	18,846	8,769
ed.....bbls..	246	1	1,964	31
on, canned.....lbs..	196,261	151,719	26,637	27,749
d (except salmon and shellfish)			11,488	29,590
ish (including oysters)			4,695	6,467
her fish and fish products			438	1,217
and nuts:				
s—				
een, ripe, or dried			5,009	15,767
other			2,776	9,168
—				
anuts.....lbs..	594,504	179,226	27,625	18,949
l other			467	2,302
ure of metal			1,774	5,672
nd glassware			15,625	29,609
:				
ricating			3,537	9,126
other			355	
s and materials for				6,534
a rubber, manufactures of:				
elting, hose, etc			2,142	2,571
ires—				
For automobiles			10,171	29,437
All other			2,914	939
other manufactures of			2,462	9,717
uments and apparatus for scientific purposes			2,071	3,125
and steel:				
r iron.....lbs..	133,956	269,304	4,931	14,257
rs or rods of steel.....lbs..	624,392	1,622,851	21,409	79,061
lts, nuts, rivets, and washers.....lbs..	19,774	237,522	1,386	21,440
tlery			3,370	5,852
ains				16,821
mel ware			6,738	10,135
rdware—Builders'			4,802	6,455
Other hardware				2,951
oop, band, and scroll.....lbs..	441,605	1,053,766	13,869	63,996
achinery, machines, and parts of:				
Adding machines.....No..	9	19	1,669	3,366
Concrete mixers				3,449
Elevator machinery			2,800	38,498
Engines, and parts of—				
Internal combustion engines—				
Gasoline—				
Automobile.....No..		40		4,660
Marine.....No..	16	30	2,138	7,635
Stationary.....No..	9	31	720	10,514
Traction and caterpillar.....No..	1	16	3,100	13,727
Kerosene engines.....No..		7		2,164
Steam engines—				
Locomotive.....No..	2		11,200	
Stationary.....No..	4	3	4,701	5,935
All other.....No..	31	12	10,273	10,636
Parts of			66,492	85,290
Laundry machinery—				
Power machines				3,120
Metal-working machinery			3,191	12,602
Milling machinery			20	2,039
Mining machinery			1,900	29,553
Printing presses			239	3,669
Pumps, and pumping machinery			12,102	19,606
Sewing machines			17,209	19,042
Sugar-mill machinery			225,760	60,359
Typewriting machines			6,354	6,960
All other, and parts of			36,297	151,774
Nails and wood screws			4,883	9,184

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued

Countries and articles.	Quantities.		Value
	1917	1918	1917
SOUTH AMERICA—Continued.			
GUIANA—BRITISH—continued.			
Hardware, builders'—Continued.			
Pipes and fittings.....lbs..	152,049	147,460	$7,645
Rails for railways of steel.....tons..	37	66	1,722
Railway track material, switches, frogs, etc.....			470
Scales and balances.....			2,686
Sheets and plates—			
Iron and steel, galvanized.....lbs..	891,827	1,131,471	53,662
Iron sheets and plates.....lbs..	175,894	88,486	11,939
Steel plates.....lbs..	81,286	40,113	4,453
Steel sheets.....lbs..	52,265	127,870	2,520
Structural iron and steel.....tons..	193	67	15,365
Tin plates and manufactures of—			
Tin plates, terneplates, and taggers tin.....lbs..	135,017	3,114	8,528
Manufactures of.....			4,420
All other.....			
Tools, n. e. s.—			
Axes.....No..	6,688	4,922	3,904
Files and rasps.....			
Saws.....			1,124
All other.....			11,483
Wire—			
Barbed.....lbs..	194,823	102,612	8,941
All other.....lbs..	54,663	198,508	3,114
Manufactures of.....			7,483
All other manufactures of iron and steel.....			58,623
Lamps (except electric).....			9,327
Lead, manufactures of.....			
Leather:			
Belting.....			5,525
Sole.....lbs..	2,445	1,331	1,336
Upper—			
Calf.....sq. ft..	1,988	264	1,109
Glazed kid.....sq. ft..	11,561	12,264	4,411
All other.....			6,128
All other leather.....			1,596
Manufactures of—			
Boots and shoes—			
Children's.....pairs..	15,152	13,819	12,383
Men's.....pairs..	30,236	36,481	41,271
Women's.....pairs..	30,636	44,982	34,910
All other.....			6,237
Leather, imitation.....			238
Matches.....			3,255
Meat and dairy products:			
Meat products—			
Beef products—Beef—			
Canned.....lbs..	5,114	27,410	1,219
Pickled, etc.....lbs..	1,146,700	1,021,004	150,227
Oleomargarine.....lbs..	95,102	43,700	14,175
Tallow.....lbs..	47,390	62,855	6,215
Hog products—			
Bacon.....lbs..	10,598	21,795	2,237
Hams and shoulders.....lbs..	234,090	166,531	46,563
Lard.....lbs..	66,160	40,112	12,940
Pork, pickled.....lbs..	1,083,300	863,280	164,997
Lard compounds.....lbs..	346,514	218,552	48,219
All other meat products—			
Canned.....			5,147
All other.....			37,777
Dairy products—			
Butter.....lbs..	144,335	298,662	44,086
Cheese.....lbs..	34,425	32,412	7,950
Milk, condensed.....lbs..	39,235	312,261	5,536
Motor boats.....No..	1	1	550
Naval stores:			
Tar, turpentine, and pitch.....bbl..	1,270	1,900	5,736
All other.....			2,356
Notions, n. e. s.....			4,232
Oakum.....lbs..	8,675	53,750	1,009
Oil cake and oil-cake meal:			
Cottonseed meal.....lbs..	125,750	57,750	2,848
Linseed or flaxseed.....lbs..	397,935	286,575	9,090
All other.....lbs..	245,250	112,790	5,581

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
SOUTH AMERICA—Continued.				
GUIANA—BRITISH—continued.				
ıal.....galls..	3,355	4,545	$3,726	$4,266
ral—				
ıel and gas.....galls..	73,587	103,664	7,119	14,834
ısoline.....galls..	56,600	83,564	13,887	24,056
ıminating.....galls..	688,985	342,260	86,454	61,499
ıbricating, etc.....galls..	84,123	213,984	30,281	67,328
etable—				
ixed or expressed—				
Corn.....lbs..	919,786	322,776	102,725	53,181
Cottonseed.....lbs..	166,319	34,565	20,930	6,021
Linseed or flaxseed.....galls..	1,179	24,574	1,220	31,527
ll other vegetables.....			1,408	1,772
s, pigments, colors, and varnishes:				
ıdy-mixed paints.....galls..	1,514	3,039	2,971	6,747
other (including crayons).....			5,615	14,972
r:				
oks, maps, music, etc.....			5,061	6,309
per board (strawboard, etc.).....			4,001	667
nting paper.....lbs..	143,636	246,740	10,528	11,495
apping paper.....lbs..		189,994	13,045	9,748
ing paper and envelopes.....			5,286	9,585
l other.....			19,065	11,314
il and pencil leads.....			2,082	2,157
ımery, cosmetics, etc.....			15,703	16,868
ıonographs, graphones, etc.....No..	105	64	2,486	1,922
Records and materials for.....			2,086	3,137
tographic goods.....			6,544	22,094
ated ware.....			2,910	3,651
fing felt, etc.....			4,749	7,869
.....lbs..	305,260	170,505	4,833	1,634
, manufactures of.....			7,421	12,011
p:				
oilet.....			5,227	5,967
ll other.....lbs..	190,080	146,638	8,657	10,713
ces.....			1,740	3,986
rits, wines, malt liquors, etc.:				
falt liquors, in bottles.....doz...qts..	44,298	69,591	67,364	119,973
pirits, distilled.....pf. galls..	1,063	624	2,033	2,060
Wines.....galls..	4,976	6,122	3,169	5,851
ll other.....			483	4,428
gar, refined.....lbs..	264,284	92,621	16,430	6,866
rgical appliances (not including instrumer.ts).....			2,238	3,297
bacco:				
Unmanufactured—Leaf.....lbs..	503,785	425,924	59,152	69,165
Manufactures of.....			542	3,522
oys.....			4,751	6,041
egetables:				
Beans and dried peas.....bush..	1,719	2,845	8,023	17,782
Potatoes (except sweet).....bush..	16,133	26,127	13,478	30,439
All other.....			2,027	25,411
inegar.....galls..	6,795	11,319	1,108	3,188
Vood:				
Lumber—				
Boards, planks, and scantlings—				
Pine—				
Yellow, pitch.....M ft..	1,822	1,776	44,280	58,879
White.....M ft..	188	169	7,510	7,707
All other.....M ft..	25	45	732	2,515
Shooks—				
Box.....				269
All other.....No..	3,200	2,831	8,924	19,686
Staves.....No..	819,251	433,809	88,893	45,755
Heading.....			20,797	13,838
All other.....			2,160	148
Railroad ties.....No..	9,295		11,619	
Furniture.....			3,381	5,462
Hogsheads and barrels, empty.....			5,082	
All other manufactures of.....			15,574	6,877
Wool, manufactures of.....			5,565	6,514
All other articles.....			29,974	59,173
Total domestic exports.....			3,799,310	5,195,922
Total foreign exports.....			14,189	70,856
Total exports.....			3,813,499	5,266,778

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Exports of merchandise years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	191
SOUTH AMERICA—Continued.				
GUIANA—DUTCH.				
Animals:				
Mules.....No..	14		$2,475	
All other			37	
Blacking, shoe paste, etc			2,914	
Brass, and manufactures of			2,335	
Breadstuffs:				
Bread and biscuit.....lbs..	182,748	142,951	12,547	1
Corn meal and corn flour.....bbls..	369	179	2,004	
Oatmeal.....lbs..	33,867	83,112	2,317	
Preparations of, for table food			3,330	
Wheat flour.....bbls..	27,499	6,345	211,660	7
All other breadstuffs			3,107	
Bronze, manufactures of			542	
Candles.....lbs..	63,098	26,655	7,019	
Cars, automobiles, and other vehicles:				
Automobiles—				
Passenger.....No..	23	16	11,797	1
Other, and parts of			3,212	
All other cars, etc			1,107	
Cement, hydraulic.....bbls..	4,835	3,565	8,225	
Chemicals, drugs, dyes, and medicines:				
Acid, sulphuric.....lbs..	11,086	4,187	360	
All other			549	
Medicinal and pharmaceutical preparations			6,252	
All other			21,881	
Coal: Bituminous.....tons..	4,803	1,708	20,888	
Confectionery			4,603	
Copper, manufactures of			2,225	
Cotton, manufactures of:				
Cloths—				
Unbleached.....yds..	67,603	44,906	7,657	
Bleached.....yds..	53,077	36,113	4,701	
Colored—				
Printed.....yds..	131,357	92,446	9,585	
Dyed in the piece.....yds..	36,273	92,760	3,472	1
All other.....yds..	263,001	109,976	33,948	1
Wearing apparel—				
Knit goods			20,629	
All other			7,524	
All other			20,448	
Explosives			797	
Fibers, vegetable, manufactures of			3,936	
Fish:				
Dried, smoked, or cured—				
Cod, haddock, etc.....lbs..	124,260	101,350	7,782	1
Herring.....lbs..	93,479	26,808	5,493	
Pickled.....bbls..	416	184	3,758	
Salmon, canned.....lbs..	39,050	35,143	3,888	
All other canned (except shellfish)			3,434	
Shellfish			5,664	
All other fish and fish products			2,606	
Fruits and nuts:				
Fruits—				
Green, ripe, or dried			2,891	
Preserved or prepared			1,549	
Nuts—				
Peanuts.....lbs..	243,291	28,178	13,943	
All other			487	
Glass and glassware			3,403	
Grease			4,554	
India rubber, manufactures of			5,491	
Iron and steel:				
Bar iron.....lbs..	59,201	11,872	2,205	
Bars or rods of steel.....lbs..	9,004	57,839	403	
Car wheels and axles			1,091	
Cutlery			1,769	
Enamel ware			3,775	
Hardware, builders'			2,136	
Other hardware				
Machinery, machines, and parts of—				
Adding and calculating machines.....No..	2	6	231	
Engines, and parts of			16,043	
Sewing machines			768	
Sugar-mill machinery			10,185	
Typewriting machines			2,122	
Sawmill machinery			3,345	
All other, and parts of			11,739	

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
SOUTH AMERICA—Continued.				
GUIANA—DUTCH—continued.				
and steel—Continued.				
lls and wood screws			$2,313	$11,859
es and fittings lbs.	44,011	59,660	2,074	4,474
n and steel sheets, galvanized lbs.	227,470	55,354	11,114	4,736
ols, n. e. s.—				
Axes No.	3,876	3,504	2,010	2,573
All other			6,459	3,670
ire, and manufactures of			3,266	1,591
l other manufactures of iron and steel			18,336	18,666
ps, chandeliers, etc. (not electric)			2,841	1,787
l, manufactures of			1,019	2,667
ther:				
le lbs.	7,663	2,663	3,332	1,855
pper—				
Calf and kip sq. ft.		12,030		6,235
Glazed kid sq. ft.	31,356	27,896	9,478	11,226
All other upper			6,370	14,168
ll other leather			5,859	6,159
anufactures of—				
Boots and shoes—				
Children's pairs.	1,683	754	1,270	1,108
Men's pairs.	6,031	2,663	9,284	4,394
Women's pairs.	2,995	1,564	3,841	1,881
All other			4,000	2,697
at and dairy products:				
Meat products—				
Beef products—				
Beef, pickled lbs.	749,490	457,865	96,124	75,567
Oleomargarine lbs.	20,575	7,850	3,514	1,872
Tallow lbs.	33,401	400	4,059	76
All other lbs.	8,745	4,823	1,774	1,291
Hog products—				
Bacon lbs.	16,740	10,414	2,610	2,979
Hams and shoulders lbs.	99,307	44,434	18,268	11,948
Lard lbs.	16,344	4,480	2,787	1,230
Pork, pickled lbs.	389,709	137,459	65,485	31,927
Lard compounds lbs.	16,212	1,225	2,782	249
All other meat products			7,497	9,661
Dairy products—				
Butter lbs.	32,442	51,644	12,321	24,081
Cheese lbs.	15,354	15,628	3,774	4,010
Milk, condensed lbs.	26,883	33,573	2,828	4,490
Motor boats No.	3	2	8,563	3,000
Musical instruments, and parts of			2,060	2,518
Notions, n. e. s.			2,254	4,425
Oakum lbs.	18,543	33,098	1,560	5,134
Oils:				
Mineral—Refined or manufactured—				
Gas oil and fuel oil galls.	98,488	60,385	8,522	7,595
Gasoline galls.	67,667	78,956	12,068	26,218
Illuminating galls.	681,271	351,500	88,283	56,192
Lubricating, etc galls.	35,512	27,441	12,152	11,731
Vegetable—Fixed or expressed—				
Cottonseed lbs.	508,291	96,705	70,397	17,854
Linseed galls.	4,899	5,952	5,010	6,365
All other			2,882	1,336
Paints, pigments, colors, and varnishes:				
Ready-mixed paints galls.	1,469	526	2,787	1,163
All other			4,366	17,309
Paper:				
Bags			6,102	4,620
Wrapping paper lbs.	53,234	56,969	3,557	4,017
Writing paper and envelopes			4,788	6,371
All other			5,979	5,669
Perfumery, cosmetics, etc			2,197	2,458
Roofing felt and similar materials			1,136	3,372
Shoe findings			2,293	761
Soap:				
Toilet			1,986	946
All other lbs.	176,187	45,710	9,301	3,755
Spirits, wines, malt liquors, etc.:				
Malt liquors, in bottles doz. qts.	4,962	11,368	6,430	17,565
Wines galls.	2,729	8,997	1,323	7,148
All other			282	1,258
Sugar, refined lbs.	141,152	15,431	8,900	1,249

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	191
SOUTH AMERICA—Continued.				
GUIANA—DUTCH—continued.				
Tobacco:				
Unmanufactured—Leaf.....lbs..	156,087	237,494	$18,606	$
Manufactures of.....			1,134	
Vegetables:				
Beans and dried peas.....bush..	1,484	408	7,784	
Onions.....bush..	706	1,610	2,397	
Potatoes (except sweet potatoes).....bush..	5,950	5,712	9,658	
Canned.....			2,298	
All other.....			1,303	
Wood, and manufactures of.....			2,738	
All other articles.....			32,408	
Total domestic exports.....			1,235,072	9
Total foreign exports.....			7,644	
Total exports.....			1,242,716	9
GUIANA—FRENCH.				
Breadstuffs:				
Bread and biscuit.....lbs..	29,832	24,264	3,002	
Corn.....bush..	4,449	870	5,522	
Oats.....bush..	6,950	3,640	4,926	
Preparations of, for table food.....			15,838	
Rice.....lbs..	28,938	71,833	1,664	
Wheat flour.....bbls..	26,467	15,108	196,839	1
All other breadstuffs.....			976	
Cars, automobiles, and other vehicles:				
Automobiles, and parts of.....			509	
Cement, hydraulic.....bbls..	1,310	1,789	2,125	
Chemicals, drugs, dyes, and medicines.....			780	
Coffee.....lbs..	26,156	18,748	2,980	
Cotton, manufactures of.....			5,224	
Electrical machinery, appliances, etc.....			3,076	
Fibers, vegetable, and manufactures of:				
Cordage.....lbs..	15,662	12,775	2,807	
All other manufactures of.....			1,897	
Fish:				
Dried, smoked, or cured—Cod, haddock, etc...lbs..	230,295	350,058	20,482	
Salmon, canned.....lbs..	17,909	26,560	1,910	
All other fish and fish products.....			1,275	
Fruits and nuts.....			1,275	
Glass and glassware.....			657	
Hay.....tons..	92	90	2,204	
Iron and steel:				
Cutlery.....			365	
Enamel ware.....			8,538	
Machinery, machines, and parts of.....			2,057	
Sheets and plates.....lbs..	13,940	38,734	1,165	
Tools, n. e. s.....			831	
All other manufactures of iron and steel.....			4,314	
Lamps (except electric).....			652	
Leather:				
Leather.....			1,997	
Manufactures of.....			5,258	
Meat and dairy products:				
Meat products—				
Beef products—				
Beef, canned.....lbs..	23,081	9,626	5,953	
Beef, pickled, etc.....lbs..	351,650	327,132	48,139	
Hog products—				
Hams and shoulders.....lbs..	51,407	24,716	11,087	
Lard.....lbs..	72,701	65,694	13,164	
Pork, pickled.....lbs..	175,120	230,755	24,823	
All other meat products—				
Canned.....			1,265	
All other.....			42,020	
Dairy products—				
Butter.....lbs..	51,929	42,240	12,534	
Cheese.....lbs..	11,829	22,496	3,105	
Milk, condensed.....lbs..	57,808	122,894	6,911	
Oils:				
Mineral—Illuminating.....galls..	90,005	97,300	11,439	
Vegetable—Cottonseed.....lbs..	507,496	307,296	68,596	
Quicksilver.....lbs..	3,711	.....	5,052	.....
Spirits, wines, liquors, and other beverages:				
Malt liquors—In bottles.....doz. qts..	1,481	2,583	2,044	
All other.....			282	

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
SOUTH AMERICA—Continued.				
GUIANA—FRENCH—continued.				
			$530	$2,669
o—Leaf.....lbs..	61,670	47,912	8,209	8,107
bles:				
s and dried peas.....bush..	6,704	4,778	39,774	37,730
ther			2,621	9,664
manufactures of			813	349
er articles			9,494	26,769
Total domestic exports			619,300	744,973
oreign exports			7,340	16,933
Total exports			626,640	761,906
PARAGUAY.				
ultural implements			1,759	5,274
ing, shoe paste, etc			2,702	158
:				
es and fittings				7,935
other manufactures of			703	622
stuffs			93	193
automobiles, and other vehicles:				
tomobiles—Passenger.....No..	40	13	20,192	5,025
other			4,172	3,714
ent, hydraulic.....bbls..		4,714		11,959
nicals, drugs, dyes, etc			15,050	12,308
ks and watches, and parts of			2,754	343
on, manufactures of:				
oths—				
Unbleached.....yds..	6,958	8,931	1,497	2,619
Bleached.....yds..	30,295	3,113	3,511	700
Colored—				
Printed.....yds..	11,886	28,458	1,099	4,017
Dyed in the piece.....yds..	45,946	66,164	7,351	14,513
All other.....yds..	226,834	133,994	23,887	23,529
Wearing apparel—Knit goods			2,296	2,054
All other			10,284	6,677
ctrical machinery, appliances, and instruments:				
Dynamos or generators			53,181	
Motors			83	5,918
All other			1,658	17,011
xplosives: Cartridges, loaded			7,181	5,969
All other explosives			797	11,277
bers, vegetable, manufactures of			986	5,863
ass and glassware			284	1,795
dia rubber, manufactures of			143	5,248
on and steel:				
Bars or rods of steel.....lbs..		431,212		16,190
Cutlery			2,671	584
Machinery, machines, and parts of			659	281,286
Pipes and fittings.....lbs..	19,527	863,581	892	44,452
Sheets and plates.....lbs..		23,370		2,863
Stoves and ranges			39	4,940
Structural iron and steel.....tons..		68		9,004
Tin plates, terneplates and taggers tin.....lbs..	106,909	160,267	6,126	12,646
Tools, n. e. s			13,911	15,044
Wire, and manufactures of			3,480	13,793
All other			6,448	35,838
Lead, manufactures of				9,149
Leather:				
Leather			2,444	518
Manufactures of—Boots and shoes—				
Men's.....pairs..	1,083	2,191	2,116	5,185
All other.....pairs..	1,616	3,570	2,897	7,756
Malt.....bush..	3,242		5,349	
Oils: Mineral, lubricating.....galls..		12,100		4,566
Perfumeries			1,613	2,513
Silk, artificial, manufactures of			2,167	
Wood: Shooks.....No..		1,600		8,000
All other articles			14,590	41,718
Total domestic exports			227,065	670,766
Total foreign exports				60
Total exports			227,065	670,826

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1
SOUTH AMERICA—Continued.				
PERU.				
Abrasives			$11,683	
Agricultural implements, and parts of:				
Plows and cultivators			56,072	
Thrashers			3,854	
All other			50,675	
Aluminum, and manufactures of			17,605	
Animals:				
Horses ..... No.	4	4	3,050	
All other			2,046	
Asbestos, manufactures of			13,799	
Athletic and sporting goods			6,604	
Billiard tables and accessories				
Blacking (including shoe paste and polish, and other)			19,896	
Brass:				
Bars, plates, sheets, etc ..... lbs.	17,336	31,124	6,282	
Pipes and fittings				
All other manufactures of			62,436	
Breadstuffs:				
Barley ..... bush.	2,981	66	3,230	
Bread and biscuit ..... lbs.	32,990	23,539	4,726	
Oatmeal ..... lbs.	83,458	103,354	5,654	
Preparations of, for table food			22,613	
Rice ..... lbs.	493,912	957,465	21,395	
Wheat ..... bush.	246,034	69,270	333,207	
Wheat flour ..... bbls.	181,023	54,765	1,161,285	
All other breadstuffs			2,165	
Bronze, manufactures of			5,965	
Broom corn, manufactures of			5,395	
Brushes			14,918	
Buttons, and parts of			8,782	
Candles ..... lbs.	23,759	8,786	3,329	
Cars, automobiles, and other vehicles:				
Automobiles, and parts of—				
Automobiles—				
Commercial ..... No.	25	73	48,776	
Passenger ..... No.	400	784	295,558	
Parts of (not including engines and tires)			27,332	
Cars, passenger and freight, and parts of—				
For steam railways other than passenger			74,025	
For other railways			107,026	
Bicycles, tricycles, etc			37,762	
Motorcycles ..... No.	25	5	4,546	
Wheelbarrows, pushcarts, and hand trucks			7,368	
All other, and parts of			38,161	
Celluloid, and manufactures of			8,434	
Cement, hydraulic ..... bbls.	72,696	88,378	125,367	
Chalk, manufactures of			980	
Chemicals, drugs, dyes, and medicines:				
Acids—				
Sulphuric ..... lbs.	832,218	1,566,878	21,274	
All other			31,729	
Baking powder ..... lbs.	12,489	21,533	3,004	
Calcium carbide ..... lbs.	567,923	1,046,233	19,364	
Copper, sulphate of (blue vitriol) ..... lbs.	50,446	40,577	4,523	
Dyes and dyestuffs			94,775	
Infants' food				
Medicinal and pharmaceutical preparations			245,373	
Petroleum jelly, etc			7,497	
Potash				
Roots, herbs, and barks, n. e. s			5,317	
Soda, salts, and preparations of			80,892	
Sulphur or brimstone ..... tons.	52	116	2,106	
All other			375,818	
Chewing gum			5,475	
Clay, fire ..... tons.	36	70	309	
Clocks and watches, and parts of			26,184	
Coal and coke:				
Coal—				
Anthracite ..... tons.	257	100	2,434	
Bituminous ..... tons.	39,899	25,376	185,096	
Coke ..... tons.	36,433	16,571	451,187	
Coal tar ..... bbls.	353	799	1,795	
Cocoa and chocolate, prepared or manufactured (not including confectionery)			5,353	
Confectionery			27,564	

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
SOUTH AMERICA—Continued.				
PERU—continued.				
Copper:				
Refined copper in ingots, bars, rods, or other forms ..lbs..	67,178	6,906	$21,384	$2,218
Pipes and tubes..lbs..		53,090		26,273
Plates and sheets..lbs..	28,544	78,664	8,785	28,138
Wire..lbs..	127,583	151,857	42,237	49,997
All other manufactures of			32,449	20,668
Cork, manufactures of			6,688	2,506
Cotton, manufactures of:				
Blankets and comforts				38,632
Cloths—				
Unbleached..yds..	1,899,533	2,357,283	185,424	345,035
Bleached..yds..	2,100,842	2,465,250	272,694	416,321
Colored—				
Printed..yds..	3,541,033	2,693,828	270,472	335,018
Dyed in the piece..yds..	753,933	2,309,592	94,321	465,591
All other..yds..	8,117,029	3,607,903	1,044,286	622,893
Laces and embroideries			6,954	15,313
Mill waste..lbs..	134,564	134,892	14,360	19,650
Wearing apparel—				
Corsets			10,645	14,215
Knit goods			269,704	160,907
All other			169,081	141,445
Yarn..lbs..		9,429	7,613	4,042
All other			238,757	149,630
Dental goods			13,964	12,339
Earthen, stone, and China ware:				
Bricks..M..	278	731	40,188	154,437
Chinaware			2,513	5,889
Earthen and stone ware			4,127	16,259
Sanitary earthenware—Closet bowls, lavatories, sinks, etc			3,698	7,726
Tiles (except drain)			3,971	10,078
All other			14,197	3,886
Electrical machinery, appliances, and instruments:				
Batteries			9,605	12,386
Carbons				5,629
Dynamos or generators				10,475
Insulated wire and cables			76,847	87,142
Interior wiring supplies, etc., including fixtures			10,382	26,490
Lamps—Incandescent—				
Carbon filament..No..	52,200	22,868	8,223	3,533
Metal filament..No..	110,576	212,552	21,437	53,126
Meters and other measuring instruments			6,416	14,109
Motors			50,062	114,455
Switches and accessories				23,117
Telephones			8,037	11,734
Transformers			36,227	74,407
All other			145,162	210,604
Explosives:				
Cartridges, loaded			47,577	42,673
Dynamite..lbs..	960,800	1,245,000	219,721	312,148
Fuses				20,228
Gunpowder..lbs..	95,748	40,649	45,925	31,293
All other			382,457	73,875
Feathers			4,726	3,433
Fibers, vegetable, manufactures of:				
Bags			8,990	104,504
Cordage..lbs..	1,364,365	866,283	231,229	220,901
Twine—				
Binder..lbs..	30,382		3,924	
All other			16,113	16,612
All other manufactures of			44,552	19,626
Fish:				
Dried, smoked, or cured..lbs..	121,147	152,858	18,681	29,466
Salmon, canned..lbs..	435,239	1,150,276	37,447	156,794
Canned fish (except salmon and shellfish)			22,247	46,305
Shellfish			7,521	14,228
All other fish and fish products			2,580	2,415
Flavoring extracts and fruit juices			7,728	6,961
Fruits and nuts:				
Fruits—				
Berries			649	115
Prunes..lbs..	90,959	72,651	8,750	8,620
All other, green, ripe, or dried			12,060	9,822
Prepared or preserved—				
Canned			14,228	20,606
All other			3,725	11,979
Nuts			1,224	4,064

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	191
SOUTH AMERICA—Continued.				
PERU—continued.				
Furniture of metal			89,421	$4
Furs and fur skins			7,627	
Glass and glassware:				
Bottles, vials, demijohns, carboys, and jars			7,985	
Cylinder, crown, and common window glass, box, 50 sq. ft.	9,416	5,281	41,478	
All other			107,022	1
Glue, lbs.	20,904	19,611	3,347	
Gold and silver, manufactures of, including jewelry:				
Gold and silver, manufactures			2,246	
Jewelry			6,431	
Grease:				
Lubricating			17,912	
Soap stock and other			9,773	
Hats and materials for			698	
Hops, lbs.	26,173	34,323	4,712	
Household and personal effects			3,008	
India rubber, manufactures of:				
Belting, hose, and packing			46,829	
Boots and shoes, pairs	3,100	2,973	10,705	
Tires—				
For automobiles			27,934	1
All other			6,303	
All other manufactures of			64,822	
Ink:				
Printer's			12,999	
All other			10,428	
Instruments and apparatus for scientific purposes:				
Medical and surgical instruments			4,579	
All other			13,432	
Iron and steel:				
Pig iron, tons	907	421	27,079	
Bar iron, lbs.	2,613,507	918,521	83,750	
Bars or rods of steel—				
Wire rods, lbs.	71,244	2,885	3,151	
All other, lbs.	4,812,986	4,281,067	174,854	2
Bolts, nuts, rivets, and washers, lbs.	811,581	961,680	51,335	
Car wheels and axles			1,573	
Castings, n. e. s.			12,253	
Chains				
Cutlery—				
Razors			3,040	
Table			15,589	
All other			21,398	
Enamel ware—				
Bathtubs, No.	306	505	6,476	
Lavatories and sinks			11,609	
All other			69,446	1
Firearms			34,795	
Hardware—				
Builder's—				
Locks			32,369	
Hinges and other			51,850	
Other hardware				
Hoop, band, and scroll, lbs.	432,221	681,252	16,763	
Machinery, machines, and parts of, n. e. s.—				
Adding and calculating machines, No.	32	38	5,037	
Air-compressing machinery			31,815	
Cash registers, and parts of			3,085	
Concrete mixers				
Cotton gins, No.	78	264	25,128	
Cream separators, No.	31	68	1,036	
Elevators and elevator machinery			25,242	
Engines, and parts of—				
Electric locomotives, No.		4		
Internal-combustion engines—				
Gas—Stationary, No.	15	66	7,087	
Gasoline—				
Marine, No.	73	60	38,316	
Stationary, No.	12	96	6,321	
Traction and caterpillar, No.	10	83	19,508	1
Kerosene engines, No.		22		

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
SOUTH AMERICA—Continued.				
PERU—continued.				
i steel—Continued.				
nery—Continued.				
ines, and parts of—Continued.				
team engines—				
Locomotives.....No..	10	5	$74,422	$66,214
Stationary.....No..	4	18	4,218	20,647
Traction and caterpillar.....No..	1	25	1,950	24,615
ll other engines.....No..	84	90	46,039	99,582
cavating machinery.....				5,046
arts of.....			166,713	196,761
tal-working machinery (including metal-working machine tools).....			71,477	77,964
lling machinery, flour and grist.....			1,664	23,087
ning machinery—				
Oil-well machinery.....			42,382	106,728
All other.....			350,810	162,439
rinting presses.....			32,525	13,759
umps and pumping machinery.....			74,137	139,102
efrigerating machinery (including ice-making machinery).....			6,026	11,250
ewing machines.....			68,569	141,001
ugar-mill machinery.....			49,400	77,999
extile machinery.....			3,094	200,051
ypesetting machines, linotype, and other.....			17,356	22,917
ypewriting machines.....			76,291	114,925
Windmills.....			2,227	2,344
Woodworking machinery—				
Sawmill machinery.....			6,756	2,787
All other.....			6,811	3,466
All other machinery, and parts of.....			289,897	430,018
ails and wood screws—				
Cut.....lbs..	193,918	35,460	5,587	2,755
Wire.....lbs..	1,910,196	1,799,662	85,157	109,324
All other (including tacks).....lbs..	334,559	306,239	24,671	34,536
Wood screws.....				13,596
ipes and fittings—				
Cast.....lbs..	5,186,152	2,829,379	165,845	148,815
Wrought.....lbs..	10,521,276	1,087,852	378,855	77,323
ailroad spikes.....lbs..	472,256	181,062	10,926	9,513
ails for railways, of steel.....tons..	5,232	2,757	209,418	163,800
ailway track material, such as switches, frogs, fish-plates, etc. (except rails and spikes).....			121,933	70,103
afes.....No..	159	134	8,085	11,691
cales and balances.....			18,679	21,794
heets and plates—				
Galvanized.....lbs..	1,193,305	1,732,697	59,294	153,724
Iron sheets and plates.....lbs..	236,755	43,583	10,170	3,667
Steel—				
Plates.....lbs..	3,021,690	1,534,583	109,543	138,751
Sheets.....lbs..	562,303	563,656	22,198	46,621
Ship and tank plates, punched and shaped.....lbs..		199,562		13,856
Stoves and ranges, and parts of.....			13,171	20,954
Structural iron and steel.....tons..	1,624	501	120,093	59,028
Tin plates and manufactures of—				
Tin plates, terneplates, and taggers tin.....lbs..	3,271,833	2,214,712	165,464	182,939
All other manufactures of.....			28,702	32,019
Tools, n. e. s.—				
Axes.....No..	25,001	14,168	16,364	11,325
Augers, bits, and drills.....				21,275
Files and rasps.....				12,776
Hammers and hatchets.....			40,499	12,935
Saws.....			11,307	17,422
Shovels and spades.....			19,514	59,624
All other.....			115,822	81,312
Wire, and manufactures of—				
Barbed.....lbs..	1,305,380	970,428	57,934	52,018
All other.....lbs..	1,510,393	1,215,260	70,062	75,196
Manufactures of—				
Wire ropes and cables.....				72,028
Woven-wire fencing.....			8,397	16,270
All other.....			99,964	64,252
All other manufactures of iron and steel.....			428,133	381,316
Lamps, chandeliers, and all other devices for illuminating purposes (except electric).....			49,685	63,200
Lead: Pigs, bars, etc.—				
Produced from domestic ore.....lbs..	107,329	41,290	8,894	3,481
Manufactures of.....			47,615	37,436

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued

Countries and articles.	Quantities.		Value	
	1917	1918	1917	
SOUTH AMERICA—Continued.				
PERU—continued.				
Leather:				
Belting			$39,145	
Patent			100,962	
Upper—				
Calf....sq. ft.	193,030	88,238	84,091	
Kid....sq. ft.	292,625	292,679	105,920	
Grain or split....sq. ft.		46,997		
All other upper			5,356	
All other leather			33,254	
Manufactures of—				
Boots and shoes—				
Children's....pairs	9,607	16,063	12,950	
Men's....pairs	55,396	27,948	183,257	
Women's....pairs	18,698	16,363	50,398	
Gloves....doz. pairs		415		
Harness and saddles			4,698	
All other			25,069	
Leather, imitation			3,057	
Lime....bbls	2,482	1,829	3,183	
Malt....bush	48,360	35,868	59,987	
Matches				
Meat and dairy products:				
Meat products—				
Beef products—				
Beef, canned....lbs	16,874	10,720	3,393	
Tallow....lbs	363,095	174,162	45,450	
All other....lbs	3,810	17,415	588	
Hog products—				
Bacon....lbs	27,452	22,840	7,649	
Hams and shoulders, cured....lbs	143,781	119,525	36,200	
Lard....lbs	2,082,555	1,400,455	375,423	
All other....lbs	3,817	1,900	554	
Lard compounds and other substitutes for lard....lbs	109,062	104,257	15,588	
Stearin from animal fats....lbs	352,004	435,814	52,206	
All other meat products—				
Canned			6,738	
All other			2,350	
Dairy products—				
Butter....lbs	286,586	384,487	121,245	
Cheese....lbs	32,950	48,979	9,586	
Milk, condensed....lbs	1,410,462	2,843,126	137,745	
Metals, metal compositions, n. e. s.:				
Babbitt metal....lbs	51,136	36,353	13,500	
Bronze, manufactures of			5,965	
All other				
Motor boats....No	3	6	8,543	
Mucilage and paste			1,544	
Musical instruments, pianos:				
Player pianos....No	72	82	22,270	
All other....No	152	199	29,339	
Piano players....No		5		
Perforated music rolls			3,208	
All other, and parts of			4,838	
Naval stores:				
Rosin....bbls	5,496	5,946	34,257	
Tar, turpentine, and pitch....bbls	961	560	4,807	
Turpentine, spirits of....galls	59,218	45,001	32,923	
Notions, n. e. s.			7,145	
Oakum....lbs	50,038	75,714	6,340	
Oilcloth and linoleum			17,535	
Oils:				
Animal....galls	2,433	934	2,417	
Mineral, refined or manufactured—				
Gas oil and fuel oil....galls	4,208,358	2,120,175	89,563	
Illuminating....galls	94,239	83,866	13,427	
Lubricating and heavy paraffin oil....galls	569,774	738,638	144,283	
Naphthas, and light products of distillation—				
Gasoline....galls	1,753	48,350	563	
All other....galls	10	39,920	2	
Vegetable—				
Fixed or expressed—				
Cottonseed....lbs	43,193	14,736	8,042	
Linseed or flaxseed....galls	31,697	54,563	26,318	
All other			28,753	
Volatile or essential			3,176	

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
SOUTH AMERICA—Continued.				
PERU—continued.				
Pigments, colors, and varnishes:				
Colors			$11,670	$30,356
Ready-mixed paints ..... galls..	13,830	23,423	19,384	46,125
Oxide of ..... lbs..	21,176	105,692	2,096	14,351
Other (including crayons)			53,060	91,424
Paper			13,076	21,595
Books, music, maps, engravings, etchings, photographs, and other printed matter			48,757	177,353
Cover board and strawboard			25,382	27,110
Paper hangings			14,067	12,741
Playing cards			4,001	3,862
Writing paper—				
News print ..... lbs..	5,308,052	3,444,456	185,416	143,819
All other ..... lbs..	3,106,052	932,110	248,997	77,653
Tissue and toilet paper			(a)	11,860
Wrapping paper ..... lbs..	491,347	1,704,405	41,039	149,338
Writing paper and envelopes			75,638	103,813
All other			37,808	50,798
Paraffin and paraffin wax ..... lbs..	3,990,284	2,495,743	255,178	267,580
Pens and pencil leads ..... gross..	1,504	1,901	21,297	40,817
Perfumeries, cosmetics, and all toilet preparations			1,324	3,264
Phonographs, graphophones, and gramophones ..... No..	469	807	108,710	138,345
Records and materials for			11,074	18,468
Photographic goods:			6,024	8,581
Cameras			2,659	4,437
Motion-picture films, exposed ..... lin. ft..	206,884	454,098	7,773	23,614
Other sensitized goods			19,682	26,847
All other			7,067	14,205
Plated ware (except cutlery and jewelry):				
Silver plated			50,557	38,267
All other			30,113	19,705
Plumbago or graphite, and manufactures of			16,822	8,374
Printing felt and similar materials			17,780	18,972
Rags			5,032	5,942
Saddle findings			37,320	36,947
Soap, manufactures of			29,154	42,985
Soap:				
Toilet or fancy			85,555	73,281
All other ..... lbs..	267,816	742,042	13,408	66,794
Spices			6,020	6,571
Spirits, wines, liquors, and other beverages:				
Alcohol liquors ..... doz. qts..	3,597	3,825	5,547	7,092
Spirits, distilled—				
Whisky ..... pf. galls..	7,185	2,733	11,421	5,619
All other ..... pf. galls..	968	1,055	1,233	2,740
Wines ..... galls..	667	1,569	1,212	2,023
Other beverages			4,752	6,232
Stearin, vegetable ..... lbs..	76,764		9,834	
Stone (including marble):				
Unmanufactured			4,479	160
Manufactures of			9,240	13,697
Straw and palm leaf, manufactures of			8,010	7,263
Sugar and molasses:				
Molasses and sirup ..... galls..	1,297	1,079	918	1,086
Sugar, refined ..... lbs..	1,773,031	38,967	108,571	2,938
Surgical appliances (not including instruments)			40,358	33,934
Suspenders and garters				9,577
Tin in pigs, bars, etc ..... lbs..	8,092		3,939	
Tobacco, manufactures of			163	3,811
Toys			21,871	16,170
Trunks, valises, and traveling bags			4,661	2,520
Type ..... lbs..	48,033	16,568	17,342	6,612
Typewriter ribbons			2,444	2,535
Vegetables:				
Pickles and sauces			6,641	10,404
Vegetables, canned			17,209	19,762
All other			3,681	2,603
Wax, and manufactures of			5,458	27,137

a Included in "All other paper" prior to 1918.

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1
SOUTH AMERICA—Continued.				
PERU—continued.				
Wood:				
Lumber—				
Timber—sawed—softwood.....M ft..	9	977	$471	
Boards, planks, and scantlings—				
Fir.....M ft..	38,539	51,053	446,585	1,
Oak.....M ft..	203	147	15,234	
Pine—				
White.....M ft..	67	49	3,788	
Yellow—				
Pitch.....M ft..	228	165	6,512	
All other.....M ft..	153	26	6,432	
Redwood.....M ft..	684	497	21,987	
Spruce.....M ft..	15	152	178	
All other.....M ft..	16	28	1,657	
Railroad ties.....No..	210,538	109,146	97,099	
Shooks.....			90,497	
Staves.....No..	98,914	40,302	21,790	
All other lumber.....			8,307	
Furniture.....			41,030	
Handles, implement and tool.....				
Trimmings, moldings, etc.....			2,902	
Woodenware.....			4,170	
All other manufactures of.....			89,666	
Wool, manufactures of:				
Cloths and dress goods.....yds..		103,131		
Wearing apparel.....			16,098	
All other.....			212,608	
Zinc:				
Rolled in sheets, strips, boiler plates, etc.....lbs..	93,214	114,986	15,990	
All other manufactures of.....			2,425	
All other articles.....			30,294	
Total domestic exports.....			18,674,057	21,
Total foreign exports.....			154,827	
Total exports.....			18,828,884	22,
URUGUAY.				
Abrasives.....			10,962	
Agricultural implements, and parts of:				
Mowers and reapers.....			2,585	
Plows and cultivators.....			63,045	
All other.....			14,297	
Asbestos, manufactures of.....			5,548	
Asphaltum and manufactures of:				
Unmanufactured.....tons..	1,342	6	64,853	
Manufactures of.....			1,437	
Athletic and sporting goods.....			3,041	
Billiard tables and accessories.....				
Blacking (including shoe paste, etc.).....			17,014	
Brass:				
Bars, plates, sheets, etc.....lbs..	8,970	5,859	3,534	
Pipes and fittings.....				
All other manufactures of.....			45,213	
Breadstuffs:				
Oatmeal.....lbs..	376,275	116,942	20,627	
Preparations of, for table food.....			23,650	
Rice.....lbs..	1,758,226		88,329	
All other breadstuffs.....			1,449	
Brushes.....			4,004	
Buttons, and parts of.....			15,940	
Cars, automobiles, and other vehicles:				
Automobiles—				
Commercial.....No..	4	16	10,437	
Passenger.....No..	1,165	2,232	612,838	1,
Parts of.....			125,913	
Carriages.....No..	29	143	3,028	
Cars, passenger and other, and parts of—				
For steam railways—All other (not passenger).....			505	
For other railways.....			13,870	
Bicycles, tricycles, etc.....			1,270	
Motorcycles.....No..	49	26	9,207	
Wagons.....No..	139	170	10,907	
Wheelbarrows, pushcarts, etc.....			1,174	
All other.....			21,081	
Celluloid, and manufactures of.....			14,018	
Cement, hydraulic.....bbls..	4,141	4,856	8,966	
Chalk.....			160	

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
SOUTH AMERICA—Continued.				
URUGUAY—continued.				
Chemicals, drugs, dyes, and medicines:				
Acids			$22,598	$21,145
Alcohol, wood.....galls..	6,000		5,413	
Baking powder.....lbs..	28,438	28,658	9,013	11,587
Bark, extracts of, for tanning			23,639	4,365
Calcium carbide.....lbs..	253,000	350,807	8,538	33,860
Copper, sulphate of (blue vitriol).....lbs..	398,342	583,515	39,367	56,254
Dyes and dyestuffs			52,647	53,391
Infant's food				9,220
Medicinal and pharmaceutical preparations			107,022	75,618
Petroleum jelly, etc			5,592	2,600
Potash				19,552
Soda, salts, and preparations of			163,935	141,986
Sulphur or brimstone.....tons..	178	363	7,600	25,830
All other			299,372	323,691
Clocks and watches, and parts of			20,532	23,379
Coal and coke:				
Coal—				
Anthracite.....tons..	200		1,160	
Bituminous.....tons..	101,959	109,178	414,153	629,034
Coke.....tons..	223	42	1,369	931
Cocoa and chocolate			2,379	7,610
Confectionery			8,801	7,532
Copper:				
Refined, in ingots, bars, etc.....lbs..	38,981	2,945	12,995	980
Plates and sheets.....lbs..	16,545	28,667	6,320	9,457
Wire.....lbs..	50,191	31,800	18,881	11,779
All other manufactures of			13,799	59,867
Cotton:				
Manufactures of—				
Blankets and comforts				10,052
Clothe—				
Unbleached.....yds..	689,334	574,538	86,238	107,970
Bleached.....yds..	709,897	489,514	71,958	107,341
Colored—				
Printed.....yds..	521,159	622,250	60,553	108,479
Dyed.....yds..	200,137	769,333	23,584	142,158
All other.....yds..	1,531,323	861,995	211,660	157,986
Mill waste.....lbs..	3,314	9,517	454	1,256
Wearing apparel—				
Corsets			15,212	23,107
Knit goods			492,906	492,597
All other			53,148	38,963
Yarn.....lbs..		608,532	167,845	268,970
All other			109,825	286,491
Dental goods			27,555	36,958
Earthen, stone, and china ware			8,838	8,174
Electrical machinery and appliances (except locomotives):				
Batteries			14,622	17,582
Carbons				31,887
Dynamos or generators			5,548	4,654
Heating and cooking apparatus				24,568
Insulated wire and cables			65,148	105,792
Interior wiring supplies, etc			13,736	17,618
Lamps—				
Incandescent—Metal filament.....No..	305,017	313,089	53,759	59,733
All other.....No..	3,419	60	433	9
Magnetos, spark plugs, etc				12,566
Meters and measuring instruments			9,300	34,923
Motors			12,516	9,943
Switches and accessories				17,205
Telephones			2,345	13,875
All other			93,189	87,759
Explosives:				
Cartridges, loaded			50,209	25,637
Dynamite.....lbs..		45,410		14,718
All other			5,731	5,011
Fibers, vegetable, manufactures of:				
Bags			19,017	14,748
Cordage.....lbs..	18,403	37,306	3,596	9,413
Twine—				
Binder.....lbs..	859,950	2,027,248	81,925	398,615
All other			18,035	5,350
All other manufactures of			9,666	37,353
Fire extinguishers			3,215	70

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	19
SOUTH AMERICA—Continued.				
URUGUAY—continued.				
Fish:				
Canned, except shellfish			$4,369	
Shellfish			6,023	
All other			5,372	
Fruits and nuts:				
Fruits—				
Apples, green or ripe ..bbls..	7,040	3,634	49,236	
Pears, green or ripe			3,445	
Prunes ..lbs..	129,958	87,100	12,416	
All other, green, ripe, or dried			3,142	
Fruits, preserved			1,363	
Nuts			4	
Furniture of metal			5,568	
Furs and fur skins, and manufactures of			4,559	
Glass and glassware:				
Bottles, vials, etc			7,029	
Cylinder, crown, and common window glass, ..box, 50 sq. ft..	3,908	5,607	20,966	
Plate glass ..sq. ft..	19,370	24,182	14,407	
All other			38,869	
Glucose (corn sirup) ..lbs..	1,216,620	778,507	42,965	
Jewelry			5,634	
Grease:				
Lubricating			19,201	
Soap stock and other			1,462	
Hair, manufactures of			166	
Hats, and materials for				
Hops ..lbs..	55,116	65,771	7,651	
Household and personal effects			4,440	
India rubber, manufactures of:				
Belting, hose, etc			21,926	
Boots and shoes ..pairs..	5,836	9,906	5,926	
Tires, for automobiles			100,427	22
Tires, all other			22,282	
All other manufactures of			37,535	
Ink, printers' and other			9,914	
Instruments and apparatus, for scientific purposes:				
Medical and surgical instruments			3,516	
Optical instruments			6,797	
All other			8,200	
Iron and steel:				
Bar iron ..lbs..	3,731,599	2,242,804	99,485	
Bars of rods or steel, including wire rods ..lbs..	2,925,161	1,270,818	92,125	
Bolts, nuts, rivets, and washers ..lbs..	276,677	406,277	15,823	
Castings, n. e. s			10,727	
Chains				
Cutlery—				
Razors			9,455	
Table			4,778	
All other			7,766	
Enamel ware—				
Bathtubs ..No..	393	344	7,332	
Lavatories and sinks			1,671	
All other			24,835	
Firearms			33,794	
Hardware—Builders'—				
Locks			21,037	
Hinges and other			50,785	
Other hardware				
Hoop, band, and scroll ..lbs..	1,133,702	3,167,811	49,881	17
Machinery, n. e. s.—				
Adding and calculating machines ..No..	11	21	3,669	
Air-compressing machines			2,105	
Cash registers ..No..	69	13	14,980	
Elevators and elevator machinery			22,158	
Engines, and parts of—				
Gasoline ..No..	39	61	7,452	
Steam ..No..	1		8,108	
All other ..No..	21	14	3,456	
Parts of			19,760	
Laundry machinery			1,583	
Metal-working machinery			27,162	
Meters—Gas and water			33	
Printing presses			3,969	
Pumps, and pumping machinery			38,430	
Refrigerating machinery			52,761	

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
SOUTH AMERICA—Continued.				
URUGUAY—Continued.				
l steel—continued.				
inery, n. e. s.—Continued.				
ing machines			$42,334	$70,907
e machinery			2,700	2,516
ar-mill machinery			30	12,968
pewriting machines			31,183	56,244
ndmills			19,436	23,161
other			146,352	214,624
and wood screws—				
ils, wire.....lbs..	291,685	365,139	11,747	20,447
od screws				11,684
other (including tacks).....lbs..	151,311	623,139	11,541	63,193
and fittings—				
t.....lbs..	21,761,241	622,451	335,696	44,559
ought.....lbs..	1,186,836	1,598,018	64,371	136,786
ators.....lbs..	75,311		3,086	
way track material, switches, frogs, etc			5,200	6,654
s and balances			8,326	11,198
ts and plates—				
lvanized iron and steel sheets.....lbs..	1,548,151	1,477,780	73,077	120,137
n sheets and plates.....lbs..	284,860	240,553	9,548	22,709
eel—				
Plates.....lbs..	691,900	42,823	30,657	4,155
Sheets.....lbs..	225,638	736,382	8,711	68,504
es and ranges, and parts of			15,504	7,989
ictural iron and steel.....tons..	1,193	587	68,506	53,281
plates, and manufactures of—				
n plates, terneplates, and taggers tin.....lbs..	11,586,175	27,633,514	728,174	2,791,833
ll other manufactures of			7,970	7,229
ls—				
xes.....No..	5,150	10,350	3,348	7,404
ugers, bits, and drills				5,474
iles and rasps				18,469
lammers and hatchets			2,179	1,330
aws			5,731	14,571
hovels and spades			4,380	3,755
ll other			35,442	39,921
re—				
Barbed.....lbs..	559,209	1,166,733	27,605	65,618
All other.....lbs..	8,012,622	7,270,333	340,790	420,531
lanufactures of—				
Woven-wire fencing			1,722	
All other			43,731	12,464
l other manufactures of iron and steel			234,457	164,563
ps, etc. (except electric)			21,956	29,981
l:				
gs, bars, etc., from domestic ore.....lbs..	950,082	1,233,515	69,963	110,358
gs, bars, etc., from foreign ore.....lbs..		1,138,856		104,232
anufactures of			4,085	23,904
ther:				
elting			8,138	5,273
rriage, automobile, and upholstery			660	2,205
atent			15,432	12,295
pper—				
Calf.....sq. ft..	323,903	188,352	140,736	95,610
Kid.....sq. ft..	252,879	331,276	82,019	127,830
All other upper			32,003	52,814
ll other leather			8,688	5,390
lanufactures of—Boots and shoes—				
Men's.....pairs..	5,038	2,204	18,678	9,705
Women's.....pairs..	3,036	1,313	10,494	5,750
All other (including slippers).....pairs..	1,266	389	943	307
ll other			15,527	12,099
ther, imitation			8,316	18,177
lt.....bush..	59,166	110,947	75,272	212,049
at and dairy products:				
leat products—				
Hog products—				
Hams and shoulders, cured.....lbs..	29,365	4,244	6,435	9,968
Pork, canned.....lbs..	28,328	1,363	5,645	763
All other			5,972	9,448
Dairy products—				
Milk—Condensed and evaporated.....lbs..	17,670	62,272	2,531	968
All other				659
etal polish			3,853	1,681

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	
SOUTH AMERICA—Continued.				
URUGUAY—continued.				
Metals, metal compositions, n. e. s.:				
Babbit metal.....lbs..	6,481	6,100	$1,484	
Bronze, manufactures of			1,358	
All other			422	
Mucilage and paste			1,374	
Musical instruments:				
Pianos—				
Player pianos.....No..	43	49	12,650	
All other.....No..	206	234	38,152	
All other			5,863	
Naval stores:				
Rosin.....bbls..	24,238	23,041	157,100	
Tar, turpentine, and pitch.....bbls..	10	50	50	
Turpentine, spirits of.....galls..	35,993	49,638	19,366	
Notions, n. e. s.			1,339	
Oilcloth and linoleum			4,911	
Oils:				
Animal.....galls..	519	550	887	
Mineral—Refined or manufactured—				
Gas oil and fuel oil.....galls..	54,233	85,500	4,976	
Illuminating.....galls..	7,063,675	3,677,966	713,945	
Lubricating and heavy paraffin.....galls..	317,533	398,637	92,978	
Naphthas, and light products of distillation—				
Gasoline.....galls..	293,400	429,020	47,253	
All other.....galls..	1,652,492	2,752,190	413,774	
Vegetable—				
Fixed or expressed—				
Corn.....lbs..	508,300	72,576	62,416	
Cottonseed.....lbs..	1,066,275	755,270	147,425	
All other			6,806	
Volatile or essential			3,011	
Paints, pigments, colors, and varnishes:				
Dry colors			14,954	
Ready-mixed paints.....galls..	14,382	18,510	32,612	
Varnish.....galls..	18,868	34,750	25,839	
White lead.....lbs..	98,931	182,008	13,112	
All other			35,416	
Paper:				
Books, music, maps, etc.			42,953	
Paper board and strawboard,			11,013	
Paper hangings			3,076	
Playing cards			7,645	
Printing paper—				
News print.....lbs..	3,454,648	5,045,509	127,410	
All other.....lbs..	2,538,998	1,267,667	205,353	
Wrapping paper.....lbs..	30,299	122,303	2,843	
Writing paper and envelopes			39,212	
All other			26,414	
Paraffin and paraffin wax.....lbs..	1,301,848	1,364,927	87,722	
Pencils and pencil leads			12,278	
Perfumery and cosmetics			15,191	
Phonographs, etc.:				
Phonographs, graphophones, etc.....No..	692	1,419	13,113	
Records and accessories			18,692	
Photographic goods			16,750	
Plaster, builders' and common			1,081	
Plated ware (except cutlery and jewelry):				
Silver plated			45,151	
All other			18,925	
Roofing felt, and similar materials			3,649	
Seeds			494	
Shoe findings			22,011	
Silk, manufactures of			37,632	
Silk, artificial, manufactures of			5,168	
Soap:				
Toilet			12,418	
All other.....lbs..	132,072	341,210	9,163	
Spirits, wines, malt liquors, and other beverages:				
Distilled spirits—				
Rum.....pf. galls..	26,085	27,355	11,052	
Whisky, rye.....pf. galls..	3,640	198	4,374	
All other.....pf. galls..	5,431	2,550	6,545	
All other			1,354	
Starch.....lbs..	71,120	139,273	3,345	
Stone, and manufactures of			3,113	

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
SOUTH AMERICA—Continued.				
URUGUAY—continued.				
and molasses:				
ip.....galls..	160	80	$81	$30
ar, refined.....lbs..	46,017,304	21,607,726	2,840,082	1,494,608
al appliances (not including instruments).....	.....	.....	18,729	22,467
nders and garters.....	.....	.....	.....	20,994
co, unmanufactured:				
f.....lbs..	98,872	95,596	14,389	20,135
other.....	.....	.....	1,694	451
.....	.....	.....	26,930	18,438
rellas and parasols.....	.....	.....	265	6,461
ables:				
kles and sauces.....	.....	.....	6,240	5,576
atoes (except sweet potatoes).....bush..	550	4,672	975	6,936
other.....	.....	.....	605	1,239
anized fiber and manufactures of.....	.....	.....	225	3,585
r:				
mber—				
Boards—				
Oak.....M ft..	639	546	42,269	36,621
Pine—				
White.....M ft..	862	321	41,759	18,333
Yellow—				
Pitch.....M ft..	4,841	3,961	89,774	92,514
All other.....M ft..	25	51	1,765	3,428
All other.....M ft..	135	108	5,133	8,599
Shooks—				
Box.....	.....	.....	14,724	1,883
All other.....No..	2,819	27,038	3,307	66,869
All other.....	.....	.....	16,438	908
rniture.....	.....	.....	15,485	16,781
ood pulp.....tons..	100	69	13,071	6,017
l other, manufactures of.....	.....	.....	31,999	38,553
l, manufactures of:				
loths and dress goods.....yds..	.....	75,440	.....	84,595
earing apparel.....	.....	.....	7,199	386
l other.....	.....	.....	126,672	22,349
c:				
olled in sheets.....lbs..	22,128	39,965	5,852	7,669
l other, manufactures of.....	.....	.....	3,405	.....
other articles.....	.....	.....	42,536	55,069
Total domestic exports.....	.....	.....	14,242,896	18,019,277
al foreign exports.....	.....	.....	54,217	45,603
Total exports.....	.....	.....	14,297,113	18,064,880
VENEZUELA.				
rasives.....	.....	.....	4,845	4,635
ricultural implements:				
Plows and cultivators.....	.....	.....	6,092	5,394
All other, and parts of.....	.....	.....	20,064	54,824
uminum, and manufactures of.....	.....	.....	5,206	5,502
imals:				
Cattle.....No..	10	.....	4,314	.....
All other.....	.....	.....	1,355	10,361
bestos, manufactures of.....	.....	.....	9,363	9,163
hletic and sporting goods.....	.....	.....	1,869	7,314
acking (including shoe paste).....	.....	.....	5,167	5,498
ass:				
Pipes and fittings.....	.....	.....	.....	5,383
All other manufactures of.....	.....	.....	28,026	19,239
readstuffs:				
Barley.....bush..	3,547	114	4,945	306
Bread and biscuit.....lbs..	690,583	224,128	72,219	31,142
Corn.....bush..	16,055	.....	17,270	.....
Corn meal and corn flour.....bbls..	2,437	736	15,115	6,988
Preparations of, for table food.....	.....	.....	28,574	5,780
Rice.....lbs..	9,411,231	1,047,008	424,389	71,159
Rye flour.....bbls..	46	32	559	512
Wheat flour.....bbls..	146,812	24,403	1,185,658	278,548
All other breadstuffs.....	.....	.....	6,914	1,378
Bronze.....	.....	.....	7,067	7,393
Brushes.....	.....	.....	12,390	12,703
Buttons, and parts of.....	.....	.....	22,304	12,974
Candles.....lbs..	60,538	17,843	8,393	3,931

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
SOUTH AMERICA—Continued.				
VENEZUELA—continued.				
Cars, automobiles, and other vehicles:				
Automobiles, and parts of—				
Automobiles—				
Commercial.....No.	14	16	$28,502	$12,410
Passenger.....No.	542	160	327,507	97,485
Parts of (not including engines and tires).....	.....	.....	87,768	57,873
Cars for steam railways.....	.....	.....	15,279	.....
Cars for other railways.....	.....	.....	43,595	19,203
Bicycles, tricycles, etc.....	.....	.....	5,276	1,814
Motorcycles.....No.	22	2	4,746	573
Wheelbarrows, pushcarts, etc.....	.....	.....	4,858	4,064
All other vehicles, and parts of.....	.....	.....	33,052	33,606
Celluloid, and manufactures of.....	.....	.....	15,711	12,218
Cement, hydraulic.....bbls.	40,896	20,314	69,316	51,599
Chemicals, drugs, dyes, and medicines:				
Acids—				
Sulphuric.....lbs.	153,331	109,069	5,364	3,996
All other.....	.....	.....	35,382	22,121
Calcium carbide.....lbs.	730,903	578,879	24,792	45,015
Copper sulphate (blue vitriol).....lbs.	47,378	102,442	8,851	13,020
Dyes and dyestuffs.....	.....	.....	30,101	70,277
Infants' food.....	.....	.....	.....	7,433
Medicinal and pharmaceutical preparations.....	.....	.....	299,408	251,371
Petroleum jelly.....	.....	.....	3,982	4,123
Roots, herbs, etc.....	.....	.....	4,067	5,207
Soda, salts, and preparations of.....	.....	.....	85,675	111,674
All other.....	.....	.....	434,467	233,441
Clocks and watches, and parts of.....	.....	.....	7,253	5,480
Coal and coke:				
Coal—				
Anthracite.....tons.	1,708	38	17,614	570
Bituminous.....tons.	3,358	1,896	12,714	11,547
Coke.....tons.	1,961	47	13,199	1,158
Confectionery.....	.....	.....	44,431	31,580
Copper:				
Plates and sheets.....lbs.	11,345	18,853	4,393	7,056
Wire.....lbs.	18,237	35,588	7,260	13,145
All other manufactures of.....	.....	.....	23,876	11,845
Cork, manufactures of.....	.....	.....	13,401	8,940
Cotton:				
Unmanufactured—				
Upland and other.....lbs.	1,892,899	.....	320,783	.....
Manufactures of—				
Blankets and comforts.....	.....	.....	.....	98,230
Cloths—				
Unbleached.....yds.	3,520,899	727,591	344,748	134,191
Bleached.....yds.	2,923,452	941,496	284,631	145,237
Colored—				
Printed.....yds.	2,584,351	935,784	173,698	106,511
Dyed in the piece.....yds.	1,911,773	720,687	174,730	103,522
All other.....yds.	9,317,510	1,719,826	894,705	213,490
Laces and embroideries.....	.....	.....	11,351	9,788
Mill waste.....lbs.	55,814	45,119	6,661	5,731
Wearing apparel—				
Corsets, and knit goods.....	.....	.....	95,386	101,914
All other.....	.....	.....	24,785	5,856
Yarn.....lbs.	.....	13,574	8,445	7,045
All other.....	.....	.....	259,266	81,105
Dental goods, teeth, and other.....	.....	.....	5,641	5,264
Earthen, stone, and china ware:				
Bricks, fire.....M.	84	40	5,883	2,718
Chinaware.....	.....	.....	4,766	12,967
Earthen and stone ware.....	.....	.....	4,671	8,757
All other.....	.....	.....	10,254	11,738
Eggs.....doz.	6,750	.....	2,470	.....
Electrical machinery, and appliances (except locomotives):				
Batteries.....	.....	.....	20,758	29,515
Dynamos or generators.....	.....	.....	11,496	19,322
Insulated wire and cables.....	.....	.....	32,924	34,236
Interior wiring supplies.....	.....	.....	7,876	7,840
Lamps, incandescent, metal filament.....No.	191,691	189,911	29,862	31,750
Motors.....	.....	.....	20,621	17,722
Telephones.....	.....	.....	8,592	16,606
Transformers.....	.....	.....	7,710	5,401
All other.....	.....	.....	105,302	76,331

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
SOUTH AMERICA—Continued.				
VENEZUELA—continued.				
ves:				
idges, loaded			$40,572	$10,447
mite lbs.	1,282	20,000	520	7,950
owder lbs.	82,483	18,172	25,740	5,335
ther			18,032	6,671
vegetable, manufactures of:				
			24,490	23,643
age lbs.	830,411	431,724	136,616	100,528
ie			41,101	17,137
ther, manufactures of			9,600	10,249
d, cod, haddock, etc lbs.	128,012	68,828	12,944	9,622
ther dried, etc lbs.		6,693	1,561	608
ied—				
mon lbs.	297,125	181,236	28,158	26,834
her (except shellfish)			14,208	9,393
lfish			8,059	7,356
ther fish, and fish products			1,994	942
ing extracts and fruit juices			8,458	10,043
s:				
les, green or ripe bbls.	1,433	1,113	8,313	9,058
sins, and other dried grapes lbs.	39,792	27,447	4,001	3,430
other green, ripe, or dried			11,717	9,125
pared or preserved			17,433	9,180
ture of metal			9,911	6,257
and glassware:				
tles, vials, demijohns, carboys, and jars			71,642	39,429
linder, crown, and common window glass, box, 50 sq. ft.	2,441	643	11,419	4,794
te glass sq. ft.	6,300	7,798	3,721	4,597
other			54,956	64,411
and silver, and manufactures of (including jewy)			6,060	7,025
se:				
bricating			13,814	18,837
ap stock, and other			7,700	3,326
s lbs.	44,221	11,464	8,461	3,966
sehold and personal effects			810	6,372
a rubber, manufactures of:				
lting, hose, etc			16,280	9,285
res, automobile			128,966	116,612
res, all other			24,869	1,072
l other manufactures of			54,372	35,085
printers', and other			14,156	8,508
ruments and apparatus for scientific purposes			7,617	5,812
and steel:				
g iron tons.	130	8	3,055	465
ar iron lbs.	561,070	324,610	22,866	16,270
ars or rods of steel lbs.	2,657,745	375,091	89,972	21,973
olts, nuts, rivets, and washers lbs.	156,609	507,515	11,652	42,210
ar wheels and axles			41	3,506
astings, n. e. s			9,310	8,607
hains				8,521
utlery—				
Razors			4,145	4,233
Table			12,553	7,499
All other			25,685	20,776
Enamel ware—				
Lavatories and sinks			4,256	3,588
All other			140,231	92,985
Firearms			9,890	1,283
Forgings, n. e. s				3,505
Hardware—				
Builders'—				
Locks			14,032	16,443
Hinges and other			31,597	5,812
Other hardware				12,294
Machinery, n. e. s.—				
Adding and calculating machines No.	7	6	1,411	2,077
Air-compressing machinery			3,562	2,521
Cash registers No.	19	3	4,073	474
Elevators, and elevator machinery			7,426	743
Engines, and parts of—				
Internal combustion engines—				
Gas, stationary No.	30	8	4,165	3,296
Gasoline—				
Marine No.	46	21	9,599	3,989
Stationary No.	23	24	2,971	7,388
Traction and caterpillar No.	3		8,237	

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
SOUTH AMERICA—Continued.				
VENEZUELA—continued.				
Iron and steel—Continued.				
Machinery, n. e. s.—Continued.				
Steam engines—				
Locomotives.....No..	4	1	$14,335	$2,125
Stationary.....No..	3	4	3,793	2,209
Traction and caterpillar.....No..	1	3	5,425	3,375
All other engines.....No..	14	15	6,416	6,928
Parts of.....	.....	.....	85,684	48,441
Excavating machinery.....	.....	.....	.....	2,250
Metal-working.....	.....	.....	17,365	25,581
Milling machinery, flour and grist.....	.....	.....	8,461	1,412
Mining machinery—				
Oil well.....	.....	.....	9,035	65,755
All other.....	.....	.....	5,346	5,630
Printing presses.....	.....	.....	6,397	3,609
Pumps and pumping machinery.....	.....	.....	40,972	33,960
Refrigerating machinery.....	.....	.....	23,542	1,437
Sewing machines.....	.....	.....	34,695	76,000
Shoe machinery.....	.....	.....	6,662	1,239
Sugar-mill machinery.....	.....	.....	77,038	71,544
Textile machinery.....	.....	.....	7,433	10,410
Typesetting machines.....	.....	.....	10,270	344
Typewriting machines.....	.....	.....	45,596	48,388
Woodworking machinery—				
Sawmill machinery.....	.....	.....	7,876	3,834
All other.....	.....	.....	13,379	1,311
All other machinery, and parts of.....	.....	.....	196,386	185,842
Nails and wood screws—				
Wire nails.....lbs..	655,623	437,426	27,941	25,572
All other (including tacks).....lbs..	362,097	184,618	21,991	19,002
Woodscrews.....	.....	.....	.....	2,985
Pipes and fittings—				
Cast.....lbs..	377,316	516,774	15,990	38,367
Wrought.....lbs..	1,055,195	830,666	56,944	73,362
Radiators and house-heating boilers.....lbs..	3,600	92,851	144	6,907
Railway track material—				
Railroad spikes.....lbs..	134,556	69,955	5,746	4,220
Rails of steel.....tons..	536	277	21,342	18,149
Switches, frogs, splice bars, etc.....	.....	.....	31,626	24,279
Safes.....No..	360	174	20,842	18,926
Scales and balances.....	.....	.....	27,219	11,688
Sheets and plates—				
Galvanized iron and steel sheets.....lbs..	874,288	390,613	50,757	26,001
Iron sheets and plates.....lbs..	89,214	11,353	4,898	935
Steel sheets and plates.....lbs..	144,353	183,394	7,858	15,331
Ship and tank plates.....lbs..	.....	75,065	.....	5,960
Stoves, ranges, and parts of.....	.....	.....	5,848	10,673
Structural iron, and steel.....tons..	770	129	57,112	14,123
Tin plates and manufactures of—				
Tin plates, terneplates, and taggers tin.....lbs..	339,960	166,452	20,409	14,207
All other manufactures of.....	.....	.....	35,857	30,045
Tools, n. e. s.—				
Axes.....No..	24,990	20,655	15,993	16,785
Augers, bits, and drills.....	.....	.....	.....	6,352
Files and rasps.....	.....	.....	.....	5,323
Hammers and hatchets.....	.....	.....	2,654	4,227
Saws.....	.....	.....	6,901	6,958
Shovels and spades.....	.....	.....	5,132	3,915
All other.....	.....	.....	55,680	25,326
Wire—				
Barbed wire.....lbs..	2,258,262	517,465	100,446	29,656
All other wire.....lbs..	718,523	460,980	46,404	38,546
Manufactures of—				
Woven-wire fencing.....	.....	.....	4,063	1,491
All other.....	.....	.....	61,369	30,781
All other manufactures of iron and steel.....	.....	.....	245,416	152,079
Lamps, etc. (except electric).....	.....	.....	24,282	16,122
Lead, manufactures of.....	.....	.....	47,202	15,295
Leather:				
Belting.....	.....	.....	21,578	21,459
Carriage, automobile, and upholstery.....	.....	.....	325	2,548
Patent.....	.....	.....	84,326	67,889
Sole.....lbs..	.....	4,469	.....	2,062

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
SOUTH AMERICA—Continued.				
VENEZUELA—continued.				
—Continued.				
r leather—				
f.....sq. ft..	152,863	91,344	$58,833	$43,851
i.....sq. ft..	255,938	272,149	75,239	82,169
ain and split.....sq. ft..	.....	6,010	.....	1,649
other upper.....	.....	.....	61,411	59,429
ther leather.....	.....	.....	40,121	19,458
ufactures of—				
rness and saddles.....	.....	.....	16,873	1,558
other.....	.....	.....	17,106	11,230
r imitation.....	.....	.....	1,502	7,264
nd dairy products:				
t products—				
eef products—				
Tallow.....lbs..	637,824	75,933	85,812	10,723
All other.....	.....	.....	3,716	1,532
og products—				
Hams and shoulders.....lbs..	460,215	148,547	102,731	47,633
Lard.....lbs..	1,723,320	54,498	284,476	13,766
Pork, pickled.....lbs..	24,946	3,050	4,879	459
All other.....	.....	.....	2,678	2,424
ard compounds and substitutes for lard....lbs..	2,674	14,560	114	3,361
ausage, canned and other.....lbs..	49,326	18,251	10,800	5,678
tearin from animal fats.....lbs..	1,006,351	693,654	126,015	166,498
anned meats, all other.....	.....	.....	26,097	11,106
ll other.....	.....	.....	3,007	3,404
iry products—				
Butter.....lbs..	79,785	6,402	23,312	3,214
Cheese.....lbs..	33,512	23,723	9,613	7,875
Milk, condensed and other.....	.....	.....	12,779	12,199
l polish.....	.....	.....	1,221	649
r boats.....No..	5	4	12,870	4,060
ical instruments:				
ayer pianos.....No..	35	78	9,400	26,393
l other pianos.....No..	70	43	12,675	10,176
l other, and parts of.....	.....	.....	7,769	5,014
al stores:				
osin.....bbls..	6,994	4,830	46,178	37,771
ar, turpentine, and pitch.....bbls..	714	318	3,669	2,481
pirits of turpentine.....galls..	17,243	17,434	10,130	9,807
kel, manufactures of.....	.....	.....	1,562	627
ion, n. e. s.....	.....	.....	4,153	10,570
um.....lbs..	71,682	53,107	7,774	7,705
loth and linoleum.....	.....	.....	7,951	9,650
s:				
fineral, refined or manufactured—				
Illuminating.....galls..	1,535,271	841,851	195,932	139,910
Lubricating and heavy paraffin oil.....galls..	183,134	212,658	62,522	88,160
Naphthas—				
Gasoline.....galls..	915,067	436,985	287,877	152,483
All other.....galls..	3,550	2,820	1,114	1,178
Vegetable—				
Cottonseed.....lbs..	29,750	10,602	4,342	1,943
Linseed or flaxseed.....galls..	35,233	20,452	32,399	26,215
All other fixed or expressed.....	.....	.....	6,057	2,128
Volatile or essential.....	.....	.....	8,739	5,616
All other.....	.....	.....	1,605	2,547
ints, pigments, colors, and varnishes:				
Dry colors.....	.....	.....	18,535	20,589
Ready-mixed paints.....galls..	22,151	16,150	33,575	25,032
Varnish.....galls..	6,286	4,276	7,069	5,471
Zinc, oxide of.....lbs..	39,683	66,926	5,066	8,736
All other (including crayons).....	.....	.....	47,521	35,415
aper:				
Books, music, maps, engravings, etchings, etc.....	.....	.....	69,447	52,855
Boxes and cartons.....	.....	.....	4,701	2,727
Paper board and strawboard	.....	.....	17,229	12,932
Paper hangings.....	.....	.....	3,928	2,653
Printing paper—				
News print.....lbs..	2,135,565	473,362	89,797	20,456
All other.....lbs..	1,488,592	551,674	145,445	56,575
Wrapping paper.....lbs..	629,475	440,963	49,880	44,394
Writing paper and envelopes.....	.....	.....	58,721	79,299
All other.....	.....	.....	44,606	34,033
Paraffin and paraffin wax.....lbs..	1,291,177	2,174,484	113,551	274,441
Pencils and pencil leads.....	.....	.....	16,048	10,196

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
SOUTH AMERICA—Continued.				
VENEZUELA—continued.				
Perfumery, cosmetics, and all toilet preparations			$33,466	$41,824
Phonographs, graphophones, gramophones, etc..No..	1,030	237	17,608	8,324
Records, and materials for			15,235	9,914
Photographic goods:				
Motion-picture films and other sensitized goods			13,239	10,962
All other			8,002	5,644
Plated ware (except cutlery and jewelry)			22,724	20,894
Plumbago or graphite			3,762	1,846
Roofing felt and similar materials			12,647	7,312
Seeds			12,587	9,087
Shoe findings			5,152	19,192
Silk, manufactures of			7,954	5,465
Soap:				
Toilet or fancy			35,441	38,513
All other..lbs..	13,981	39,182	824	3,170
Spices			12,347	8,081
Spirits, wines, liquors, and other beverages:				
Wines..galls..	4,033	4,672	4,396	6,339
All other			12,291	13,261
Stearin, vegetable..lbs..	402,038	51,353	51,420	12,350
Stone, and manufactures of			5,083	3,934
Straw and palm leaf, manufactures of			4,618	2,416
Surgical appliances (not including instruments)			27,332	6,144
Toys			27,129	25,064
Type..lbs..	10,172	2,637	5,207	1,688
Vegetables:				
Beans and dried peas..bush..	1,252	602	6,758	4,234
Potatoes (except sweet potatoes)..bush..	12,061	11,506	17,981	15,835
Canned and other			7,582	15,158
Wax, manufactures of			7,425	1,262
Wood:				
Timber..M ft..		587		21,634
Lumber—				
Boards, planks, and scantlings—				
Pine—				
White..M ft..	138	81	6,005	3,169
Yellow—				
Pitch..M ft..	658	568	20,724	23,759
All other..M ft..	88	235	3,652	13,040
All other..M ft..	110	48	5,526	2,417
All other lumber			19,220	704
Furniture			32,746	20,506
Hogsheads and barrels, empty			622	9,596
Shooks—				
Box			2,869	7,415
All other..No..	1,688	7,667	2,048	11,655
Woodenware			6,401	653
Wood pulp..tons..		135		16,190
All other manufactures of			42,141	39,501
Wool, manufactures of			65,319	14,814
Zinc:				
Rolled in sheets, etc..lbs..	16,027	18,498	3,256	3,529
All other manufactures of			3,521	3,360
All other articles			52,491	48,714
Total domestic exports			12,662,228	7,637,327
Total foreign exports			218,217	185,680
Total exports			12,880,445	7,823,007
ASIA.				
ADEN.				
Cars, automobiles, and other vehicles:				
Automobiles, and parts of—				
Passenger..No..	10	8	7,968	6,879
Parts of (not including engines, etc.)			4,541	263
Motor cycles..No..	6		787	
All other, and parts of			20	31
Chemicals, drugs, dyes, and medicines			4,957	548
Cotton, manufactures of:				
Cloth—				
Unbleached..yds..	16,856,500	1,710,000	1,124,062	173,068
Bleached..yds..	18,400		1,472	
Colored..yds..	87,100	6,666	6,533	898
All other			2,151	

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
ASIA—Continued.				
ADEN—continued.				
and glassware			$96,474	
rubber, manufactures of			440	$2,536
and steel:				
ls and wood screws—				
Wire nails ..lbs..	80,640		3,653	
ll other (including tacks) ..lbs..	15,000	5,450	750	263
re ..lbs..	56,000	99,431	2,200	8,599
other manufactures of iron and steel			2,358	87
ps, chandeliers, etc. (except electric)			2,889	1,426
and dairy products:				
at products—				
Hog products—pork, pickled ..lbs..	17,963	4,000	2,560	960
iry products—				
Milk, condensed ..lbs..	161,000		11,150	
l other			217	205
neral—Refined or manufactured—				
Illuminating ..galls..	1,288,100	200,000	127,811	29,900
Lubricating and heavy paraffin ..galls..		3,100		1,335
Naphthas, n. e. s ..galls..	48,000	52,800	12,548	16,500
p:				
oilet or fancy			18	
ll other ..lbs..	346,375	27,375	16,829	2,293
its, wines, liquors, and other beverages:				
alt liquors—				
In bottles ..doz. qts..	800		1,632	
In other coverings ..galls..	1,200		680	
acco, manufactures of—Plug ..lbs..	3,168	8,976	800	2,667
od:				
umber—Shooks—Box			8,000	
All other manufactures of			1,581	
other articles			3,164	9,285
Total domestic exports			1,482,679	257,764
tal foreign exports			5,136	
Total exports			1,487,815	257,764
CHINA.				
rasives:				
Wheels, emery and other			6,927	8,459
All other			15,064	7,412
gricultural implements, and parts of			2,100	4,942
luminum, and manufactures of			3,534	11,937
rt works: Paintings and statuary			4,229	4,573
sbestos, manufactures of			4,681	30,908
sphaltum, and manufactures of			17,175	45,452
thletic and sporting goods			16,545	7,701
abbitt metal ..lbs..	7,212	49,735	1,191	19,144
lacking (including shoe paste)			9,927	27,001
ones, hoofs, and horns, unmanufactured			836	3,140
rass:				
Bars, plates, sheets, etc ..lbs..	3,500	16,719	1,068	6,863
Pipes and fittings				42,654
All other manufactures of			60,883	90,552
Breadstuffs:				
Bread and biscuit ..lbs..	51,026	130,088	7,560	25,559
Oatmeal ..lbs..	129,874	232,864	8,781	20,414
Preparations of, for table food			68,304	23,039
Wheat flour ..bbls..	9,806	275	44,532	2,791
All other breadstuffs			4,503	4,162
Bronze, manufactures of			6,241	3,665
Brushes			5,164	9,774
Buttons, and parts of			3,351	1,198
Cars, automobiles, and other vehicles:				
Aeroplanes, parts of			13,141	
Automobiles—				
Commercial ..No..	9	23	14,287	26,236
Passenger ..No..	509	833	383,371	818,659
Parts of (not including engines, etc.)			54,753	60,134
Cars, passenger, freight, and other, and parts of.—				
For steam railways—Freight and other			287,671	
For other railways			8,500	
Bicycles, tricycles, etc			14,216	10,786
Motorcycles ..No..	92	77	16,943	13,822
All other			25,668	129,457

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
ASIA—Continued.				
CHINA—continued.				
Celluloid, and manufactures of			$6,264	$4,350
Chemicals, drugs, dyes, and medicines:				
Acids			52,902	6,922
Baking powder ..lbs..	55,784	34,491	17,794	13,358
Bark, extract of, for tanning			14,051	12,124
Copper, sulphate of (blue vitrol) ..lbs..	179,802	380	14,944	65
Dyes, and dyestuffs			32,868	473,303
Ginseng ..lbs..	12,763	47,727	74,049	329,013
Glycerine ..lbs..		23,932		14,458
Infants' food				27,335
Medicinal, and pharmaceutical preparations			57,558	126,119
Petroleum jelly, etc			2,128	10,448
Roots, herbs, and barks, n. e. s			4,069	980
Soda, salts, and preparations of			77,408	198,047
All other			508,140	155,262
Chewing gum			7,389	8,861
Clocks and watches:				
Clocks, and parts of			26,957	25,364
Watches, and parts of			16,998	47,228
Cocoa and chocolate, etc			34,434	57,307
Coffee:				
Green or raw ..lbs..	25,381	4,531	3,556	725
Roasted or prepared ..lbs..	7,886	20,924	2,218	5,464
Confectionery			19,770	55,016
Copper:				
Refined, in ingots, bars, etc ..lbs..	8,802	70,014	2,913	18,336
Pipes and tubes ..lbs..		55,164		24,956
Plates and sheets ..lbs..	25,863	26,793	10,766	9,554
Wire ..lbs..	59,366	25,075	22,712	8,414
All other manufactures of			19,428	41,342
Cotton:				
Unmanufactured—Upland ..lbs..	2,402,768	2,186,998	403,142	600,643
Manufactures of—				
Cloths—				
Unbleached ..yds..	2,012,597	4,100,086	162,362	528,587
Bleached ..yds..	434,186	1,055,443	52,486	142,666
Colored—				
Printed ..yds..	765,025	1,068,532	87,819	138,259
Dyed in the piece ..yds..	187,831	670,627	14,837	106,359
All other ..yds..	431,855	70,860	41,507	25,537
Wearing apparel—				
Corsets			4,807	4,724
Knit goods			114,055	62,108
All other			50,910	34,147
Yarn ..lbs..		80,386	17,729	81,653
All other			132,296	93,255
Dental goods			5,247	8,280
Earthen, stone, and china ware:				
Brick, fire ..M..	90	14	4,796	759
Chinaware			3,594	4,638
Earthen and stone ware			3,664	5,748
Sanitary earthenware			3,822	6,816
All other			1,556	39,557
Electrical machinery and appliances (except locomotives):				
Batteries			20,330	31,125
Dynamos or generators			222,373	109,973
Fans ..No..	1,639	5,613	32,570	115,976
Insulated wire and cables			115,525	97,494
Interior wiring supplies, etc			20,596	8,632
Lamps, incandescent—				
Carbon filament ..No..	200	6,800	36	894
Metal filament ..No..	443,070	126,493	89,692	27,437
Meters, and measuring instruments			5,507	35,676
Motor			126,143	141,595
Switches and accessories				51,565
Telegraph apparatus (including wireless)			14,567	
Telephones			116,745	91,355
Transformers			56,573	39,847
All other			281,263	184,429
Explosives:				
Cartridges, loaded			2,971	22,112
Dynamite ..lbs..	96,500	45,000	21,384	18,970
Gunpowder ..lbs..	6,481		3,292	
All other			20,861	26,757

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Exports of merchandise, years ending June 30, 1917 and 1918—Continu

Countries and articles.	Quantities.		Val
	1917	1918	1917
ASIA—Continued.			
CHINA—continued.			
, vegetable, manufactures of:			
age.....lbs..	8,844	8,605	$1,989
ne (except binding).....	.....	.....	4,951
other manufactures of.....	.....	.....	11,239
xtinguishers.....	.....	.....	6,467
non, canned.....lbs..	42,017	68,949	5,177
other canned (except shellfish).....	.....	.....	5,693
other.....	.....	.....	5,579
ring extracts and fruit juices.....	.....	.....	2,491
s and nuts:			
uits—			
pples, dried.....lbs..	70,680	50,290	5,872
pples, green or ripe.....bbls..	2,371	1,910	15,213
emons.....boxes..	6,216	4,522	28,047
ranges.....boxes..	2,031	1,986	7,263
eaches, dried.....lbs..	62,555	20,973	4,326
runes.....lbs..	171,325	157,242	13,798
Raisins, and other dried grapes.....lbs..	77,393	179,313	8,009
All other green, ripe, or dried fruits.....	.....	.....	10,937
Fruits, preserved—			
Canned.....	.....	.....	67,229
All other.....	.....	.....	5,269
uts.....	.....	.....	6,869
niture, of metal.....	.....	.....	47,315
s and fur skins, and manufactures of.....	.....	.....	26,964
ss and glassware:			
ottles, demijohns, etc.....	.....	.....	10,433
ylinder, crown, and common window glass, ...box, 50 sq. ft..	34,565	5,244	135,823
late glass.....sq. ft..	38,918	64,219	15,003
ll other.....	.....	.....	.....
ucose (corn sirup).....lbs..	464,771	165,340	19,483
ue.....lbs..	151,482	405,844	19,498
ld and silver, manufactures of.....	.....	.....	4,980
welry.....	.....	.....	7,604
ease:			
Lubricating.....	.....	.....	17,285
Soap stock and other.....	.....	.....	13,923
uts and materials for.....	.....	.....	266
oney.....lbs..	.....	27,213	1,900
ousehold and personal effects.....	.....	.....	90,505
dia rubber, manufactures of:			
Belting, hose, etc.....	.....	.....	18,115
Boots and shoes.....pairs..	4,488	1,739	4,008
Druggist's rubber sundries.....	.....	.....	.....
Tires, for automobiles.....	.....	.....	36,952
Tires, all other.....	.....	.....	1,650
All other manufactures of.....	.....	.....	25,805
nk:			
Printer's.....	.....	.....	86,062
All other.....	.....	.....	7,306
nstruments and apparatus for scientific purposes:			
Medical and surgical.....	.....	.....	3,798
Optical.....	.....	.....	33,623
All other.....	.....	.....	32,318
Iron and steel:			
Pig iron.....tons..	89	564	5,263
Scrap and old, for manufacture.....tons..	2,664	823	65,868
Bar iron.....lbs..	2,759,248	1,154,369	84,077
Bars or rods of steel—			
Wire rods.....lbs..	495,385	1,007,798	20,223
All other.....lbs..	33,244,294	40,825,790	1,085,804
Billets, ingots, and blooms of steel.....tons..	56	.....	5,886
Bolts, nuts, rivets, and washers.....lbs..	829,595	2,159,912	45,983
Car wheels and axles.....	.....	.....	87,846
Castings, n. e. s.....	.....	.....	6,030
Chains.....	.....	.....	.....
Cutlery—			
Razors.....	.....	.....	8,503
All other.....	.....	.....	6,730
Enamel ware—			
Bathtubs.....No..	792	574	15,298
Lavatories and sinks.....	.....	.....	11,220
All other.....	.....	.....	21,770

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
ASIA—Continued.				
CHINA—continued.				
Iron and steel—Continued.				
Firearms			96,054	
Forgings, n. e. s.				
Hardware—				
Builders'—				
Locks			41,683	
Hinges and other			135,685	
Other hardware				
Hoop, band, and scroll ..lbs..	5,915,245	7,308,877	235,886	
Machinery, n. e. s.—				
Adding and calculating machines ..No..	42	65	6,501	
Air-compressing machinery			3,090	
Cash registers ..No..	11	47	1,058	
Concrete mixers				
Elevators and elevator machinery			1,924	
Engines, and parts of—				
Internal combustion engines—				
Gas, stationary ..No..	34	89	6,160	
Gasoline—				
Marine ..No..	48	44	16,660	
Stationary ..No..	73	89	20,755	
Traction and caterpillar ..No..	4		3,396	
Steam engines—				
Locomotives ..No..	19	22	475,243	
Stationary ..No..	6	47	1,826	
All other engines ..No..	26	43	10,837	
Parts of			111,494	
Laundry machines			19,020	
Metal-working machinery			119,245	
Milling machinery, flour and grist			58,507	
Mining machinery—				
Oil-well machinery			1,443	
All other			24,828	
Paper and pulp mill machinery			1,493	
Printing presses			31,497	
Pumps, and pumping machinery			48,979	
Refrigerating machinery, etc			37,652	
Sewing machines			101,875	
Textile machinery			211,176	
Typesetting machines			241	
Typewriting machines			63,354	
Sawmill machinery			186	
Woodworking machinery, all other			11,107	
All other machinery, and parts of			377,981	
Nails and wood screws—				
Cut ..lbs..	110,340	407,838	3,465	
Wire nails ..lbs..	20,328,121	20,607,294	807,860	
All other (including tacks) ..lbs..	466,152	637,263	41,834	
Wood screws				
Pipes and fittings—				
Cast ..lbs..	611,905	1,777,960	21,582	
Wrought ..lbs..	2,887,009	4,372,669	164,032	
Radiators, etc ..lbs..	864,407	1,184,504	55,370	
Railway track material—				
Railroad spikes ..lbs..	416,123	112,190	16,161	
Rails of steel ..tons..	1,393	2,586	51,539	
Switches, frogs, splice bars, etc			10,937	
Safes ..No..	1,020	183	55,765	
Scales and balances			42,137	
Sheets and plates—				
Galvanized iron and steel sheets ..lbs..	1,809,966	2,986,553	95,361	
Iron sheets and plates ..lbs..	757,018	2,107,971	31,731	
Steel—				
Plates ..lbs..	17,773,850	18,872,498	786,461	
Sheets ..lbs..	3,230,482	7,913,894	114,156	
Ship and tank plates punched and shaped ..lbs..		1,077,543		
Stoves and ranges, and parts of			11,841	
Structural iron and steel ..tons..	5,619	3,659	360,650	
Tin plates and manufactures of—				
Tin plates, terneplates, and taggers' tin ..lbs..	30,558,220	14,302,220	1,534,253	
All other manufactures of			21,575	
Tools—				
Files and rasps				
Saws			11,144	
All other			70,285	
Wire, and manufactures of—				
Wire—				
Barbed ..lbs..	50,210	2,332	2,311	
All other ..lbs..	6,161,623	11,382,030	298,937	

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
ASIA—Continued.				
CHINA—continued.				
and steel—Continued.				
re, and manufactures of—Continued.				
Manufactures of—				
Wire ropes and cables				$33,717
Woven-wire fencing			$3,231	3,586
All other			113,974	75,741
other manufactures of iron and steel			342,506	427,408
ps, etc. (except electric)			74,517	85,824
l:				
gs, bars, etc.—				
From domestic ore lbs.	1,412,147	320,169	111,319	22,796
From foreign ore lbs.	1,456,122	224,609	114,469	14,609
anufactures of			23,000	10,237
ther:				
elting			42,673	48,410
rriage, automobile, and upholstery			182	2,053
atent			29,937	15,619
ole lbs.	1,687,227	334,413	808,534	185,442
pper—				
Calf sq. ft.	235,616	172,848	1.7,852	85,488
Kid sq. ft.	266,078	592,447	135,866	249,511
Grain and split sq. ft.		10,854		2,319
All other upper				39,430
All other leather			64,803	62,042
Manufactures of—				
Boots and shoes—				
Children's pairs.	9,457	14,825	9,768	26,963
Men's pairs.	46,887	54,797	152,782	225,460
Women's pairs.	15,084	29,697	42,588	83,376
All other			9,909	10,694
Leather, imitation			3,098	10,133
lt bush.	21,894	4,288	25,948	10,464
eat and dairy products:				
Meat products—				
Beef, canned lbs.	32,031	10,802	9,136	4,161
Tallow lbs.	107,407		10,959	
Lard compounds, and other substitutes, etc. lbs.	289,632	18,234	43,531	3,642
Stearin, from animal fats lbs.	265,251	24	36,050	9
All other meat products—				
Canned			17,221	20,534
All other			19,370	35,922
Dairy products—				
Butter lbs.	231,882	36,334	86,683	19,405
Cheese lbs.	122,846	232,422	26,915	71,104
Milk, condensed lbs.	4,495,800	3,666,776	497,663	575,120
Metal polish			2,263	4,301
Metals, n. e. s				9,999
Mucilage and paste			810	7,583
Musical instruments:				
Organs No.	114	88	5,934	3,921
Pianos No.	8	109	19,298	25,950
All other			8,906	7,085
Naval stores:				
Rosin bbls.	1,926	7,933	13,910	62,243
Tar, turpentine, and pitch bbls.	103	454	607	2,009
Turpentine, spirits of galls.	11,494	31,812	6,661	19,721
Nickel:				
Nickel, nickel oxide, etc lbs.	6,720	69,246	2,700	34,848
Manufactures of			421	16,554
Notions			60,888	17,081
Oakum lbs.		25,920		3,476
Oilcloth and linoleum:				
For floors sq. yds.	7,547	110,926	4,563	58,632
All other			31,767	48,152
Oils:				
Animal galls.	190	11	200	31
Mineral—Refined or manufactured—				
Gas oil and fuel oil galls.	2,846,377		117,085	
Illuminating galls.	80,620,189	40,642,901	4,925,006	2,881,733
Lubricating galls.	2,104,446	2,828,598	408,193	564,874
Naphthas—				
Gasoline galls.	92,906	188,648	17,562	50,022
All other galls.	57,000	1,010	14,877	323
Residuum galls.		109		8

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
ASIA—Continued.				
CHINA—continued.				
Oils—Continued.				
Vegetable—				
Fixed or expressed—				
Cottonseed.....lbs..	30,534	25,812	$4,718	$5,170
Linseed or flaxseed.....galls..	18,431	2,449	16,832	[illegible]3,851
All other.....	.....	.....	25,100	4,440
Volatile or essential.....	.....	.....	6,556	3,752
Paints, pigments, colors, and varnishes:				
Dry colors—				
Lampblack.....	.....	.....	6,530	76,677
All other.....	.....	.....	39,280	38 006
Ready-mixed paints.....galls..	69,761	62,913	90,289	82,432
Varnish.....galls..	7,506	8,423	8,634	15,075
White lead.....lbs..	76,514	101,636	7,689	12,448
Zinc, oxide of.....lbs..	18,927	17,931	1,841	2,349
All other (including crayons).....	.....	.....	35,963	62,315
Paper stock: Rags, n. e. s., and other (except wood pulp).....lbs..	415,520	67,200	5,450	1,109
Paper:				
Books, music, maps, etc.....	.....	.....	195,107	220,180
Boxes and cartons.....	.....	.....	3,378	23,988
Carbon paper.....	.....	.....	7,250	5,949
Paper board and strawboard.....	.....	.....	43,627	132,236
Paper hangings.....	.....	.....	747	1,098
Playing cards.....	.....	.....	63,233	113,050
Printing paper—				
News print.....lbs..	615,539	2,647,942	23,072	147,194
All other.....lbs..	1,852,934	1,335,936	184,350	148,005
Tissue and toilet paper.....	.....	.....	(a)	23,231
Wrapping paper.....lbs..	630,661	303,524	48,936	33,552
Writing paper and envelopes.....	.....	.....	21,205	43,410
All other.....	.....	.....	158,656	387,800
Paraffin and paraffin wax.....lbs..	14,450,258	11,361,870	582,800	861,948
Pencils, and pencil leads.....	.....	.....	2,674	9,989
Perfumeries, cosmetics, etc.....	.....	.....	73,535	110,752
Phonographs, etc.:				
Phonographs, graphophones, etc.....No..	938	1,071	54,858	33,376
Records and accessories.....	.....	.....	18,519	11,057
Photographic goods:				
Cameras.....	.....	.....	2,459	5,575
Motion-picture films.....lin. ft..	1,324,844	351,944	46,748	18,746
Other sensitized goods.....	.....	.....	22,992	20,577
All other.....	.....	.....	23,376	17,750
Plated ware.....	.....	.....	3,288	24,141
Quicksilver.....lbs..	6,755	.....	7,550	.....
Refrigerators.....	.....	.....	56,317	6,792
Roofing felt and similar materials.....	.....	.....	66,543	84,337
Shoe findings.....	.....	.....	10,689	9,462
Silk, manufactures of.....	.....	.....	29,515	49,174
Soap:				
Toilet.....	.....	.....	69,332	61,965
All other.....lbs..	1,510,173	1,176,059	66,757	71,086
Spirits, wines, or fancy liquors, and other beverages:				
Malt liquors, in bottles.....doz. qts..	28,925	17,459	34,466	31,560
Spirits, distilled—				
Rum.....pf. galls..	22,158	30,299	7,990	116,703
Whisky, rye.....pf. galls..	5,576	6,827	8,503	15,667
All other.....pf. galls..	2,438	10,117	3,160	26,794
Wines.....galls..	87,857	386,190	35,192	182,295
All other.....	.....	.....	4,916	6,809
Sponges.....lbs..	68	13,655	160	9,141
Starch.....lbs..	140,946	101,527	5,920	7,417
Stone, and manufactures of.....	.....	.....	5,420	16,013
Sugar and molasses:				
Molasses and sirup.....galls..	2,651	2,234	2,008	2,447
Sugar, refined.....lbs..	291,039	63,478	24,702	6,186
Surgical appliances (not including instruments).....	.....	.....	30,791	28,613
Suspenders and garters.....	.....	.....	.....	10,479
Tobacco:				
Unmanufactured—Leaf.....lbs..	9,887,842	7,959,312	1,712,960	2,584,731
Manufactures of—				
Cigarettes.....M..	4,579,120	5,393,371	9,097,712	9,330,528
Plug.....lbs..	68,712	4,060	15,952	1,507
Smoking.....lbs..	46,425	16,002	36,434	11,363
All other.....	.....	.....	4,651	4,617

a Included in "All other paper" prior to 1918.

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
ASIA—Continued.				
CHINA—continued.				
----	----	----	$7,975	$25,441
ks, valises, and traveling bags	----	----	5,761	6,113
tables:				
ans and dried peas, bush	2,903	551	11,223	4,150
ckles and sauces	----	----	12,790	33,414
nned	----	----	147,751	50,409
l other	----	----	1,835	2,096
x:				
eswax, lbs	100,178	175	33,930	52
anufactures of	----	----	1,000	14,121
od:				
umber—				
Boards, etc.—				
Fir, M ft	21,348	8,121	271,397	168,452
All other, M ft	6	6	258	660
Shooks—				
Box	----	----	40,166	16,674
All other, No	82,199	46,869	122,063	132,349
Staves, No	434,193	----	22,990	----
Heading	----	----	19,132	----
All other	----	----	8,625	1,016
oors, sash, and blinds	----	----	3,834	731
Furniture	----	----	31,217	46,772
Hogsheads and barrels, empty	----	----	190,062	39,842
Incubators and brooders	----	----	553	45,245
Wood pulp, tons	557	----	29,055	----
All other manufactures of	----	----	25,628	20,493
ool, manufactures of:				
Blankets	----	----	----	6,229
Cloths and dress goods, yds	----	45,018	----	80,526
Wearing apparel	----	----	26,561	18,816
All other manufactures of	----	----	98,612	50,102
inc:				
Rolled in sheets, etc, lbs	518,664	627,653	87,382	125,997
All other manufactures of	----	----	3,597	1,822
ll other articles	----	----	46,664	91,523
Total domestic exports	----	----	36,547,279	43,104,781
Total foreign exports	----	----	648,329	371,842
Total exports	----	----	37,195,608	43,476,623
CHINA, LEASED TERRITORY—BRITISH.				
Cotton, manufactures of	----	----	----	242
Glass and glassware	----	----	----	1,267
Iron and steel:				
Typewriting machines	----	----	----	3,423
Nails and wood screws	----	----	----	1,041
Dairy products: Milk—Condensed and evaporated, lbs	----	43,500	----	6,500
Quicksilver, lbs	----	2,760	----	4,700
All other articles	----	----	----	4,173
Total domestic exports	----	----	342	21,346
CHINA, LEASED TERRITORY—FRENCH.				
Breadstuffs:				
Preparations of, for table food	----	----	3,734	212
All other breadstuffs	----	----	237	209
Brooms	----	----	----	4,185
Cars, automobiles, and other vehicles:				
Automobiles—				
Passenger, No	20	2	9,325	2,017
Parts of (not including engines)	----	----	1,747	----
Bicycles, tricycles, etc	----	----	223	268
Chemicals, drugs, dyes, and medicines: Dyes and dyestuffs	----	----	4,185	----
Cotton, manufactures of:				
Cloths, colored, yds	9,836	21,293	1,035	4,261
All other	----	----	2	3,828
Iron and steel:				
Bar iron, lbs	----	85,760	----	3,263
Bars or rods, of steel, lbs	444,045	----	11,366	----

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued

Countries and articles.	Quantities.		Value	
	1917	1918	1917	1918
ASIA—Continued.				
CHINA, LEASED TERRITORY—FRENCH—continued.				
Iron and steel—Continued.				
Bolts, nuts, rivets, and washers.....lbs..	14,580	999	$1,163	
Hardware—Builders'.....			1,555	
Machinery, machines, and parts of—				
Engines, and parts of—Internal combustion engines—Gasoline—				
Marine.....No..	12	2	1,219	
Traction and caterpillar.....No..	1		878	
Typewriting machines.....			4,234	
All other.....			11,427	
Nails, wire.....lbs..	2,030	120,000	108	
Sheets—Galvanized iron and steel.....lbs..	34,270	4,400	2,750	
Structural iron and steel.....tons..	122		7,151	
Tools, n. e. s.....			1,237	
Wire, and manufactures of.....			1,489	
All other manufactures of iron and steel.....			1,903	
Lamps (except electric).....			340	
Dairy products: Milk—Condensed and evaporated, ...lbs..		153,950		
Oilcloth and linoleum.....			1,607	
Oils: Mineral, refined or manufactured—				
Illuminating.....galls..	978,370	1,525,450	97,391	
Lubricating, and heavy paraffin.....galls..	23,647	128,609	5,463	
Napthas, etc.—Gasoline.....galls..	95,000		25,794	
Paints.....				
Paper, and manufactures of.....			1,614	
Spirits, wines, malt liquors, etc.—Whiskey—Rye .....pf. galls..	504		1,300	
All other articles.....			2,711	
Total domestic exports.....			203,187	
Total foreign exports.....				
Total exports.....			203,187	
CHINA, LEASED TERRITORY—GERMAN.				
Iron and steel: Machinery, machines, etc.....			1,577	
Pipes and fittings—Cast.....lbs..		100,855		
Iron sheets and plates.....lbs..		94,470		
Oils: Mineral, refined—Illuminating.....galls..	2,400,490		242,050	
All other articles.....			433	
Total domestic exports.....			244,060	
CHINA, LEASED TERRITORY—JAPANESE.				
Abrasives.....			44,933	
Agricultural implements:				
Hayrakes and tedders.....			4,256	
Mowers and reapers.....			14,390	
All other, and parts of.....			821	
Cars, automobiles, and other vehicles:				
Automobiles—Passenger.....No..	33	10	17,796	7,[illegible]
Cars, for railways.....			46,000	
All other.....			1,472	[illegible]
Chemicals, drugs, dyes, etc.:				
Acids.....			37,734	[illegible]
Dyes and dyestuffs.....			37,452	[illegible]
Ginseng.....lbs..		1,508		[illegible]
Soda, salts, and preparations of.....			178	[illegible]
All other.....			36,623	[illegible]
Cocoa and chocolate, prepared, etc.....			6,459	[illegible]
Coffee, green or raw.....lbs..	19,500	39,452	2,670	[illegible]
Cotton, manufactures of:				
Cloth, bleached.....yds..	194	38,250	9	[illegible]
Cloths, colored, printed, etc.....yds..	598,324	372,232	47,312	[illegible]
Wearing apparel—				
Knit goods.....			71,550	[illegible]
All other.....			9,796	[illegible]
All other.....			7,980	[illegible]
Electrical machinery, appliances, etc.:				
Dynamos or generators (electric).....			9,171	[illegible]
Meters and other measuring instruments (electric).....			2,105	[illegible]
Motors.....			1,500	[illegible]
Telephones.....			4,334	[illegible]
All other.....			23,938	[illegible]

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
ASIA—Continued.				
LEASED TERRITORY—JAPANESE—continued.				
Vegetable, manufactures of:				
. binder.....lbs..	.....	287,435	.....	$37,445
her.....	.....	.....	$1,777	117
er.....	.....	.....	4,553	.....
s, dried.....lbs..	24,000	3,800	2,136	446
s.....lbs..	31,625	6,880	2,425	930
her, green or ripe.....	.....	.....	5,901	4,243
red or preserved—				
ned.....	.....	.....	6,462	1,450
other.....	.....	.....	1,040	681
w or unmanufactured.....	.....	.....	100	18,840
nd glassware:				
der, crown, and common window glass, ...box, 50 sq. ft..	800	.....	3,508	.....
ther.....	.....	.....	2,258	79
e (corn sirup).....lbs..	298,988	13,629	15,054	720
.....lbs..	28,270	.....	6,163	.....
, lubricating.....	.....	.....	192	1,999
d steel:				
p and old.....tons..	51	163	897	3,653
iron.....lbs..	.....	415,890	.....	18,970
or rods of steel.....lbs..	203,829	9,845,083	6,374	539,952
ts, ingots, and blooms of steel.....tons..	164	.....	18,286	.....
s, nuts, rivets, and washers.....lbs..	.....	56,340	.....	9,793
wheels and axles.....	.....	.....	.....	154,827
arms.....	.....	.....	4,014	3,620
gings, n. e. s.....	.....	.....	.....	31,872
dware—				
uilders'—				
Locks.....	.....	.....	18,593	24
Hinges and other.....	.....	.....	19,003	4,030
ther hardware.....	.....	.....	.....	3,364
p, band, and scroll (iron, etc.).....lbs..	431,034	384,930	13,113	27,916
chinery, machines, and parts of—				
ir-compressing machinery.....	.....	.....	1,092	318
levators, and elevator machinery.....	.....	.....	.....	3,015
ngines, and parts of.....	.....	.....	2,513	11,062
lour and grist mill machinery.....	.....	.....	.....	5,403
letal-working machinery.....	.....	.....	15,340	4,316
leters, gas and water.....	.....	.....	3,728	.....
rinting presses.....	.....	.....	4,150	.....
ewing machines.....	.....	.....	11,031	16,560
extile machinery.....	.....	.....	10,500	.....
ll other machinery, and parts of.....	.....	.....	37,047	36,474
ils and wood screws—				
Wire nails.....lbs..	2,665,722	2,559,190	110,574	135,599
All other (including tacks).....lbs..	52,520	14,450	5,367	1,465
pes and fittings—				
Cast.....lbs..	57,300	10,697,428	2,379	304,920
Wrought.....lbs..	2,435,550	291,178	69,985	16,082
adiators, etc.....lbs..	266,398	19,601	14,491	1,045
ails for railways (steel).....tons..	345	.....	20,025	.....
ailway track material, etc.....	.....	.....	1 725	110,027
heets and plates—				
Galvanized iron and steel sheets.....lbs..	.....	56,273	.....	4,712
Iron.....lbs..	156,667	.....	8,405	.....
Steel plates.....lbs..	110,100	3,002 574	5,882	169 169
Steel sheets.....lbs..	.....	713,588	.....	61,387
Ship and tank plates, punched and shaped..lbs..	.....	235,160	.....	13,610
tructural iron and steel.....tons..	72	86	4,538	7,556
in plates and manufactures of—				
Tin plates, terneplates, and tagger's tin.....lbs..	66,339	8,400	3 714	1,050
All other manufactures of.....	.....	.....	11,854	53
Tools—				
Shovels and spades.....	.....	.....	29,684	1,462
All other.....	.....	.....	69,927	14,357
Wire.....lbs..	88,359	37,040	3,627	1,663
All other manufactures of iron and steel.....	.....	.....	34,061	45,268
ather:				
Belting.....	.....	.....	1,100	2,743
Patent.....	.....	.....	6,749	8,320
Sole.....lbs..	1,886,186	532,315	1,048,870	317,515
Upper—				
Calf.....sq. ft..	89,782	412	40,049	212
Kid.....sq. ft..	102,182	63,440	56,561	30,803

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Value
	1917	1918	1917
ASIA—Continued.			
CHINA, LEASED TERRITORY—JAPANESE—continued.			
Leather—Continued.			
All other leather			$12,659
Manufactures of—			
Boots and shoes—			
Children's....pairs	8,093	25,314	11,571
Men's....pairs	104,759	471,203	354,387
Women's....pairs	7,287	30,073	19,286
All other manufactures of			2,489
Meat and dairy products:			
Meat products—			
Beef products, tallow....lbs	98,083		12,602
Lard compounds and substitutes....lbs	703,540		104,694
Stearin from animal fats....lbs	531,820		71,852
Dairy products—			
Cheese....lbs	14,447	484	4,333
Milk—Condensed....lbs	160,500	223,505	18,300
All other			1,995
Naval stores:			
Rosin....bbls	2,229		16,282
Turpentine, spirits of....galls	7,000		5,000
Oils: Mineral, refined, or manufactured—			
Illuminating....galls	2,187,750	770,680	230,244
Lubricating and heavy paraffin....galls	10,695	61,490	1,476
Paints, pigments, colors, and varnishes:			
Varnish....galls	1,666	116	3,328
White lead....lbs	116,480		11,500
All other (including crayons)			4,412
Paper:			
Playing cards			2,903
Printing paper....lbs	32,500		3,504
All other			3,268
Paraffin....lbs	2,533,624		196,360
Pencils (except slate) and pencil leads			2,475
Photographic goods			4,568
Plated ware (except cutlery and jewelry)			39,051
Roofing felt and similar materials			21,906
Shoe findings			9,449
Silk, manufactures of			5,522
Soap, toilet and other			4,742
Vegetables			1,061
Wood:			
Timber, sawed....M ft	785		14,909
Lumber—			
Boards, planks, etc....M ft	100	1,366	1,700
Shooks—			
Box			
All other....No	68,560	73,025	129,456
Staves....No	78,796	42,000	4,565
All other manufactures of			2,131
Wool, manufactures of:			
Wearing apparel			6,421
All other			8,648
Zinc—Rolled in sheets, etc....lbs	19,152		4,053
All other articles			18,231
Total domestic exports			3,566,605
Total foreign exports			455,303
Total exports			4,021,908
CHOSEN.			
Brass, manufactures of			3,141
Breadstuffs:			
Preparations of, for table food			5,943
All other breadstuffs			3,175
Cars, automobiles, and other vehicles:			
Automobiles—			
Commercial....No		2	
Passenger....No	1	2	3,532
Parts of (not including engines and tires)			2,125
Cars—			
For steam railways			5,279
For other railways			6,440
Motor cycles....No	23	10	4,852
All other			2,631

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
ASIA—Continued.				
CHOSEN—continued.				
Chemicals, drugs, dyes, and medicines:				
Acids			$3,233	$2
Medicinal and pharmaceutical preparations			175	8,432
Soda, salts, and preparations of			18,991	16,363
All other			6,634	8,569
Cocoa and chocolate			1,145	2,269
Confectionery			1,325	1,972
Earthen, stone, and china ware:				
Bricks—Fire.....M..	117	8	61,964	1,447
Sanitary earthenware			1,250	10,524
All other			12,855	1,460
Electrical machinery, appliances, etc.:				
Motors (electric)			6,117	87
All other			51,535	10,230
Explosives:				
Dynamite.....lbs..	185,000		34,040	
All other			3,429	1,216
Fruits:				
Prepared or preserved—Canned			4,367	4,944
All other			3,654	4,903
Glass and glassware			948	1,575
Household and personal effects			7,052	790
India rubber, manufactures of:				
Belting, hose, etc.			9,774	3,562
Tires for automobiles			3,909	927
All other manufactures of			1,389	1,789
Iron and steel:				
Bar iron.....lbs..	194,739	1,003	7,694	50
Bars or rods of steel.....lbs..	925,536	415,705	39,069	23,603
Bolts, nuts, rivets, and washers.....lbs..	112,114	8,710	8,060	1,106
Car wheels and axles			1,065	4,160
Castings, n. e. s.			32,454	8,966
Hardware—Builders'			6,127	356
Other hardware				9,925
Machinery, machines, and parts of—				
Air-compressing machinery			340	14,542
Engines, and parts of			13,201	1,593
Metal-working machinery			6,398	3,166
Mining machinery			177,169	26,811
Pumps and pumping machinery			7,823	97
Sewing machines			31,810	58,263
All other, and parts of			209,304	43,542
Nails.....lbs..	57,474	18,400	2,894	941
Pipes and fittings—				
Cast.....lbs..	62,609	9,060	3,758	915
Wrought.....lbs..	438,677	22,514	28,734	1,989
Radiators.....lbs..	31,765	2,201	1,650	130
Rails for railways, of steel.....tons..	10	44	547	3,436
Sheets and plates—				
Galvanized iron and steel sheets.....lbs..	68,981		3,926	
Plates of steel.....lbs..	154,927	164,560	8,202	8 416
Sheets of steel.....lbs..	55,131		3,156	
Stoves, ranges, and parts of			1,983	1,767
Structural iron and steel.....tons..	1,495	156	172,756	28,600
Tools, carpenters' and other			7,504	5,555
Wire, and manufactures of			11,660	668
All other manufactures of iron and steel			186,878	15,307
Lamps (except electric)			1,176	2,062
Leather:				
Sole.....lbs..	119,076	22,167	58,195	10,336
Upper—				
Goat and kid.....sq. ft..	2,921	14,311	1,004	7,374
All other leather			1,679	977
Manufactures of—				
Boots and shoes—				
Men's.....pairs..	168	3,500	516	20,465
Women's.....pairs..	180	8	886	30
All other			180	367
Meat and dairy products:				
Meat products			5,188	3,013
Dairy products—				
Condensed milk.....lbs..	354,026	531,245	38,987	74,008
All other			5,637	1,733
Musical instruments and parts of			2,073	2,644
Notions, n. e. s.			4,479	2,127

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
ASIA—Continued.				
CHOSEN—continued.				
Oils—mineral—refined or manufactured:				
Illuminating.....galls..	6,470,470	2,347,650	$604,522	$323,869
Lubricating, and heavy paraffin.....galls..	14,034	17,655	2,998	4,517
Naphthas, etc.—				
Gasoline.....galls..	14,250	38,000	4,108	12,255
All other.....galls..	14,450	.....	3,470	.....
Paints, pigments etc. (including crayons).....	.....	.....	5,025	3,604
Paper:				
Books, music, maps, etc.....	.....	.....	2,704	3,263
All other.....	.....	.....	3,045	4,600
Paraffin and paraffin wax.....lbs..	.....	100,592	.....	7,077
Plumbago, manufactures of.....	.....	.....	35	2,388
Quicksilver.....lbs..	1,800	.....	2,576	.....
Roofing felt and similar material.....	.....	.....	208	6,150
Soap, toilet and other.....	.....	.....	2,819	3,750
Stone, manufactures of.....	.....	.....	16,883	10
Tobacco, leaf.....lbs..	.....	45	.....	15
Vegetables.....	.....	.....	2,888	3,400
Wood:				
Furniture.....	.....	.....	5,533	962
All other manufactures of.....	.....	.....	3,765	3,785
Zinc:				
Spelter in pigs, etc., from domestic ore.....lbs..	12,173	.....	3,104	.....
Rolled in sheets.....lbs..	47,039	26,299	9,643	5,255
All other manufactures of.....	.....	.....	13	.....
All other articles.....	.....	.....	43,082	34,123
Total domestic exports.....	.....	.....	2,062,691	944,924
Total foreign exports.....	.....	.....	623	123,811
Total exports.....	.....	.....	2,063,314	1,068,735
EAST INDIES—BRITISH—BRITISH INDIA.				
Abrasives:				
Wheels, emery and other.....	.....	.....	7,049	15,270
All other.....	.....	.....	7,789	7,622
Agricultural implements:				
Plows and cultivators.....	.....	.....	3,436	11,368
All other.....	.....	.....	12,950	15,262
Aluminum, and manufactures of.....	.....	.....	86,536	22,746
Asbestos, manufactures of.....	.....	.....	6,533	53,265
Asphaltum, manufactures of.....	.....	.....	11,645	18,825
Athletic and sporting goods.....	.....	.....	9,240	38,607
Babbitt metal.....lbs..	7,380	347,314	1,477	80,447
Blacking (including shoe paste, etc.).....	.....	.....	11,087	13,270
Brass:				
Bars, sheets, etc.....lbs..	6,789	9,712	2,471	3,588
Cartridges shells, empty.....	.....	.....	.....	7,179
Pipes and fittings.....	.....	.....	.....	7,314
Wire.....lbs..	.....	232,086	.....	83,523
All other manufactures of.....	.....	.....	80,971	134,991
Breadstuffs:				
Oatmeal.....lbs..	909,814	1,498,287	53,346	102,014
Preparations of, for table food.....	.....	.....	220,976	48,419
Wheat flour.....bbls..	38	396	254	4,659
All other breadstuffs.....	.....	.....	910	12,838
Bronze, manufactures of.....	.....	.....	923	10,101
Brushes.....	.....	.....	16,933	15,983
Buttons.....	.....	.....	1,894	3,820
Cars, automobiles, and other vehicles:				
Automobiles, and parts of—				
Commercial.....No..	126	11	205,023	20,275
Passenger.....No..	3,603	73	2,644,085	53,428
Parts of (not including engines, etc.).....	.....	.....	345,855	294,909
Cars for railways other than steam.....	.....	.....	10,040	.....
Bicycles, tricycles, etc.....	.....	.....	13,113	20,874
Motor cycles.....No..	558	16	111,411	3,796
Wheelbarrows, pushcarts, etc.....	.....	.....	5,811	1,442
All other vehicles and parts of.....	.....	.....	34,407	108,229
Celluloid, manufactures of.....	.....	.....	1,337	7,052
Cement, hydraulic.....bbls..	584	1,020	1,010	2,155
Chemicals, drugs, dyes, and medicines:				
Acids.....	.....	.....	118,306	171,684
Baking powder.....lbs..	39,148	187,084	7,092	43,122

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
ASIA—Continued.				
INDIES—BRITISH—BRITISH INDIA—continued.				
ls, drugs, and medicines—Continued.				
extracts of, for tanning			$9,106	$1,240
m carbide lbs.	39,981	182,500	1,195	18,350
ar distillates				66,442
and dyestuffs			1,067,352	1,947,668
rin lbs.		24,590		13,275
s' food				338,241
chloride of lbs.		724,967		39,855
inal and pharmaceutical preparations			279,962	606,758
leum jelly			43,945	68,358
h				38,590
, herbs, etc			1,867	1,573
salts, and preparations of			247,657	268,077
ur or brimstone tons.	107	92	6,162	6,735
her			282,116	469,190
g gum			1,856	8,003
and watches:				
s, and parts of			64,296	103,862
hes, and parts of			5,997	7,634
nd chocolate, prepared, etc			8,467	94,615
tionery			12,620	61,317
r:				
ts, bars, rods, etc lbs.	19,091	27,211	7,127	10,176
s and tubes lbs.		130,637		60,760
es and sheets lbs.	8,696	8,278	3,388	3,652
e lbs.	70,451	108,518	20,545	30,377
ther manufactures of			19,371	31,751
manufactures of			8,442	6,515
a, manufactures of:				
nkets and comforts				10,920
hs—				
nbleached yds.	3,399,044	790,775	320,208	127,099
leached yds.	1,398,960	760,948	151,681	111,106
olored—				
Printed yds.	687,046	788,764	73,138	97,286
Dyed in the piece yds.	69,841	1,307,077	8,107	182,943
All other yds.	745,556	502,988	74,860	106,784
es, embroideries, etc			8,013	3
gs, (except paper stock) lbs.	258,466		12,860	
aring apparel—				
Knit goods			54,277	62,619
All other			59,351	49,210
l other			131,985	286,620
al goods			35,525	35,781
ern, stone, and china ware			5,971	13,677
trical machinery, appliances, and instruments:				
tteries (electric)			27,836	52,463
rbons				43,167
ynamos and generators (electric)			20,342	71,558
ns (electric) No.	9,745	16,544	163,563	295,714
sulated wire and cables			12,628	24,276
terior wiring supplies			4,097	13,244
mps, incandescent No.	68,160	169,089	19,246	34,508
agnetos, spark plugs, etc				64,784
ters and other measuring instruments (electric)			17,380	7,969
otors (electric)			113,875	295,928
heostats and controllers				12,550
lephones			617	57,146
ransformers (electric)			10,443	24,523
ll other			315,279	209,711
plosives:				
artridges, loaded			39,191	93,508
All other			2,494	15,702
bers, vegetable, manufactures of			4,515	8,862
re extinguishers			13,696	43,619
sh:				
Salmon, canned lbs.	601,935	1,349,057	62,264	222,947
All other canned (except shellfish)			15,752	41,363
Shellfish—				
Oysters			340	12,458
All other			809	16,910
All other fish and fish products			588	16,956
lavoring extracts and fruit juices			8,688	15,329
y paper			7,003	4,312

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
ASIA—Continued.				
EAST INDIES—BRITISH—BRITISH INDIA—continued.				
Fruits:				
Apples, dried.....lbs..	56,043	71,134	$7,367	$12,757
Prunes.....lbs..	83,721	382,000	10,696	57,680
All other green, ripe, or dried.....	.....	.....	7,674	26,468
Prepared or preserved—canned and other.....	.....	.....	266,524	535,705
Furniture of metal.....	.....	.....	51,778	24,335
Glass and glassware:				
Cottles, vials, demijohns, carboys, and jars.....	.....	.....	25,460	36,816
Cylinder, crown, and common window glass .....box, 50 sq. ft..	19,004	1,523	72,151	9,482
All other.....	.....	.....	59,765	31,977
Glucose.....lbs..	155,672	373,032	4,101	23,319
Gold and silver, manufactures of (including jewelry).....	.....	.....	8,020	8,359
Grease:				
Lubricating.....	.....	.....	59,591	95,851
Soap stock and other.....	.....	.....	12,277	.....
Hops.....lbs..	111,624	243,094	14,317	59,788
Household and personal effects.....	.....	.....	28,782	42,144
India rubber, manufactures of:				
Belting, hose, etc.....	.....	.....	25,855	61,846
Tires, for automobiles.....	.....	.....	145,820	416,411
Tires, all other.....	.....	.....	21,062	20,389
All other manufactures of.....	.....	.....	47,924	73,375
Ink—printer's, and other.....	.....	.....	11,215	10,995
Instruments for scientific purposes:				
Medical, surgical, and optical.....	.....	.....	19,862	40,151
All other.....	.....	.....	6,263	19,522
Iron and steel:				
Pig iron.....tons..	38	590	4,032	19,406
Bar iron.....lbs..	4,054,431	3,951,676	133,954	174,315
Bars or rods of steel.....lbs..	15,193,425	22,895,513	382,795	1,267,720
Bolts, nuts, rivets, and washers.....lbs..	2,628,849	3,944,227	156,726	328,690
Car wheels and axles.....	.....	.....	800	11,824
Castings, n. e. s.....	.....	.....	18,175	51,130
Chains.....	.....	.....	.....	18,902
Cutlery—				
Razors.....	.....	.....	33,299	112,927
Table.....	.....	.....	11,624	17,404
All other.....	.....	.....	94,465	84,595
Enamel ware.....	.....	.....	7,638	12,985
Firearms.....	.....	.....	95,420	51,881
Hardware, builders'—				
Locks.....	.....	.....	151,269	144,157
Hinges and other.....	.....	.....	329,706	195,916
Other hardware.....	.....	.....	.....	29,266
Hoop, band, and scroll (iron, etc.).....lbs..	15,633,039	18,793,924	694,019	1,395,826
Machinery, machines, and parts of—				
Air-compressing machinery.....	.....	.....	1,717	22,804
Cream separators.....No..	82	63	3,353	2,900
Elevators and elevator machinery.....	.....	.....	43,018	124,381
Engines, and parts of—				
Internal combustion engines—				
Gas, stationary.....No..	80	12	9,837	7,603
Gasoline—				
Marine.....No..	165	259	26,166	130,745
Stationary.....No..	89	52	20,285	19,895
Steam engines—				
Locomotives.....No..	3	6	56,000	92,365
Stationary.....No..	15	6	7,397	2,970
All other.....No..	66	101	13,647	78,995
Parts of.....	.....	.....	109,314	310,704
Excavating machinery.....	.....	.....	.....	20,000
Lawn mowers.....	.....	.....	7,964	10,756
Metal-working machinery.....	.....	.....	273,744	1,271,698
Meters—gas and water.....	.....	.....	1,839	13,975
Milling machinery, flour and grist.....	.....	.....	4,804	2,734
Mining machinery—				
Oil-well machinery.....	.....	.....	435,560	167,440
All other.....	.....	.....	71,528	310,892
Paper and pulp mill machinery.....	.....	.....	5,999	27,707
Printing presses.....	.....	.....	15,256	28,137
Pumps and pumping machinery.....	.....	.....	87,965	193,988
Refrigerating machinery.....	.....	.....	14,108	24,180

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
ASIA—Continued.				
EAST INDIES—BRITISH—BRITISH INDIA—continued.				
Iron and steel—Continued.				
Machinery, machines, and parts of—Continued.				
Sewing machines			$129,133	$174,443
Shoe machinery			4,395	11,422
Textile machinery			38,933	201,884
Typesetting machines			985	52,341
Typewriting machinery			399,036	462,842
Woodworking machinery			14,383	37,567
All other, and parts of			243,846	587,604
Nails and wood screws—				
Cut lbs.	554,877	442,192	16,104	22,028
Wire nails lbs.	13,174,242	14,404,939	546,783	831,099
Wood screws				486,690
All other (including tacks) lbs.	467,767	817,922	23,880	75,471
Pipes and fittings—				
Cast lbs.	1,938,685	4,838,947	79,784	268,257
Wrought lbs.	28,134,604	9,548,077	1,068,123	619,261
Railway track material—				
Railroad spikes lbs.	204,984		7,809	
Rails of steel tons.	1,230	344	54,346	22,034
Switches, frogs, etc.			79,188	39,380
Scales and balances			37,216	20,626
Sheets and plates—				
Galvanized iron and steel sheets lbs.	14,455,137	1,939,187	686,094	118,139
Iron sheets and plates lbs.	10,701,690	1,455,694	400,481	88,391
Steel plates lbs.	12,601,888	16,121,938	589,962	1,156,912
Steel sheets lbs.	5,276,670	5,413,577	224,583	338,679
Ship and tank plates punched and shaped lbs.		6,391,473		249,902
Stoves and ranges, and parts of			17,906	27,249
Structural iron and steel tons.	2,010	1,149	111,457	124,999
Tin plates and manufactures of—				
Tin plates, terneplates, and taggers' tin lbs.	20,841,103	22,309,033	1,623,500	2,172,063
All other manufactures of			26,046	36,877
Tools, n. e. s.—				
Axes No.	16,266	23,426	7,034	13,524
Augers, bits, and drills				36,931
Files and rasps				385,713
Hammers and hatchets			2,332	10,923
Saws			37,454	65,443
Shovels and spades			1,784	13,788
All other			224,970	160,790
Wire, and manufactures of—				
Barbed wire lbs.	1,051,612	3,806,510	45,684	217,034
All other wire lbs.	6,201,554	9,144,148	318,148	581,402
Manufactures of—				
Wire ropes and cables				34,032
Woven-wire fencing			42,919	36,665
All other			67,383	154,228
All other manufactures of iron and steel			388,258	696,172
Lamps, etc. (except electric)			746,288	615,992
Lead:				
Pigs, bars, etc., from domestic ore lbs.	116,778		8,841	
Manufactures of			30,164	65,551
Leather:				
Belting			72,838	73,377
Carriage, automobile, and upholstery			3,944	2,430
Patent			1,897	12,417
Sole lbs.	30,697	3,342	18,248	2,280
Upper—				
Calf sq. ft.	10,126	13,212	4,668	7,995
Goat and kid sq. ft.	16,460	27,804	5,219	11,629
Grain and split sq. ft.		20,347		6,037
All other upper				18,671
All other			10,495	19,506
Manufactures of—				
Boots and shoes—				
Children's pairs.	9,151	8,265	7,463	9,495
Men's pairs.	76,380	24,365	187,089	74,503
Women's pairs.	21,558	16,528	34,437	37,264
All other			28,089	34,313
Leather, imitation			2,007	14,849
Malt bush.		2,635		4,000

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	
ASIA—Continued.				
EAST INDIES—BRITISH—BRITISH INDIA—continued.				
Meat and dairy products:				
Meat products—				
Beef products—				
Beef, canned.....lbs..	41,778	74,055	$11,063	
Hog products—				
Bacon.....lbs..	14,562	170,679	3,715	
Hams and shoulders.....lbs..	7,394	119,209	1,806	
Pork, canned.....lbs..	7,114	72,778	2,209	
Lard compounds and substitutes.....lbs..	84,780	84,067	12,685	
Sausage—				
Canned.....lbs..	20,467	267,736	5,273	
All other.....lbs..	4,960	24,596	1,094	
Stearin from animal fats.....lbs..	448,414	963,251	53,122	
All other meat products.....			20,502	
Dairy products—				
Cheese.....lbs..	63,786	412,573	17,159	
Milk condensed.....lbs..	7,049,194	23,012,060	587,150	
All other.....			342	
Metal polish.....			1,962	
Metals, n. e. s.....				
Musical instruments:				
Player pianos, and other pianos.....No..	30	25	8,440	
All other, and parts of.....			17,044	
Naval stores:				
Rosin.....bbls..	1,329	4,965	9,437	
Turpentine, spirits of.....galls..	2,522	44,015	1,680	
All other.....			156	
Nickel, manufactures of.....			37	
Notions, n. e. s.....			11,563	
Oilcloth and linoleum.....			72,556	
Oils: Mineral, refined or manufactured—				
Fuel and gas oil.....galls..		2,401,789		
Illuminating.....galls..	43,952,311	19,998,342	2,326,727	
Lubricating.....galls..	13,663,245	14,771,539	2,056,251	
Naphthas, etc.....galls..	33,843	37,800	8,656	
Paints, pigments, colors, and varnishes:				
Dry colors—				
Carbon, bone, etc.....			1,533	
All other			1,336	
Lead—				
Red.....lbs..		296,547		
White.....lbs..	7,352	922,312	532	
Ready-mixed paints.....galls..	34,140	35,543	32,738	
Varnish.....galls..	18,474	12,792	21,681	
Zinc, oxide of.....lbs..	96,735	99,378	7,790	
All other (including crayons).....			23,623	
Paper stock, rags, and other (except wood pulp).lbs..	1,502,197	401,448	18,202	
Paper:				
Books, maps, engravings, etchings, photographs, etc.....			77,293	
Boxes and cartons.....			7,275	
Carbon paper.....			41,135	
Paper board (strawboard, etc.).....			15,879	
Playing cards.....			139,552	
Printing paper—				
News print.....lbs..	284,862	1,017,378	8,857	
All other.....lbs..	3,473,888	4,862,806	237,905	
Tissue and toilet paper.....			(a)	
Wrapping paper.....lbs..	260,579	622,960	28,389	
Writing paper and envelopes.....			67,028	
All other.....			60,690	
Paraffin and paraffin wax.....lbs..	225,844	206,267	9,733	
Pencils (except slate) and pencil leads.....			19,728	
Penholders.....			1,258	
Pens:				
Fountain.....No..	14,310	52,898	7,584	
Metallic (except gold).....gross..	62,652	26,162	26,973	
Perfumery, cosmetics, etc.....			108,953	
Phonographs, graphophones, gramophones, and records and materials for:				
Phonographs, graphophones, etc.....No..	259	259	4,963	
Records and accessories.....			13,404	

a Included in "All other paper" prior to 1918.

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
ASIA—Continued.				
T INDIES—BRITISH—BRITISH INDIA—continued.				
›graphic goods:				
neras			$11,169	$141,018
tion-picture films ..lin. ft..	1,050,973	1,738,541	69,374	96,367
ner sensitized goods			12,316	206,613
other goods, apparatus, etc			10,421	7,397
d ware			4,751	16,499
ıbago, manufactures of			2,534	3,816
igerators			4,611	1,266
ing felt, and similar materials			44,661	31,434
s			4,392	16,057
findings			8,699	6,615
manufactures of			42,070	12,036
›:				
oilet			72,096	120,409
ll other ..lbs..	98,609	76,341	4,697	7,396
rits, wines, malt liquors, and other beverages:				
alt liquors, in bottles ..doz. qts..	1,682	26,515	2,029	56,927
lcohol (except wood) ..pf. galls..	12,033	18,317	7,576	11,281
ll other			11,562	33,744
rch ..lbs..	582,787	693,506	20,211	43,974
arin, vegetable ..lbs..		179,197		40,857
ne, and manufactures of			40,017	9,993
gar, refined ..lbs..	513,884	316,080	30,036	19,690
rgical appliances (not including instruments)			34,247	23,721
spenders and garters				44,105
bacco:				
Unmanufactured—Leaf ..lbs..	22,124	43,103	3,606	13,852
Manufactures of—				
Cigarettes ..M..	67,555	301,027	78,134	453,902
Plug ..lbs..	90,626	191,890	26,447	60,947
Smoking ..lbs..	22,819	36,431	17,290	26,170
All other			136	2,835
oys			18,972	20,450
ypewriter ribbons			20,692	19,899
mbrellas and parasols			19,622	19,597
egetables:				
Pickles and sauces			11,151	22,037
Canned			64,730	99,438
All other			230	274
ulcanized fiber and manufactures of			3,796	4,965
Wall boards (substitute for plaster)				5,273
Wax and manufactures of			2,111	1,545
Wood:				
Lumber—				
Boards, planks, and scantlings—				
Fir ..M ft..	17,349	5,143	248,935	84,850
Pine—Yellow, pitch ..M ft..	331		7,934	
All other ..M ft..	34	407	1,445	43,241
Shooks, box, and other			19,623	161,019
All other lumber			4,407	902
Boat oars and paddles				30,571
Furniture			40,276	29,136
Incubators and brooders			51	10,796
Hogsheads and barrels, empty			7,224	
Trimmings, moldings, etc			13,713	16,124
All other manufactures of			50,678	131,947
Wool, manufactures of			19,621	75,006
Zinc:				
Spelter in pigs, etc., from domestic ore ..lbs..	45,467	20,160	6,288	1,800
Rolled in sheets, etc ..lbs..	290,522	197,713	55,157	38,706
All other manufactures of			531	3,421
All other articles			124,436	56,165
Total domestic exports			28,315,748	42,332,166
Total foreign exports			80,295	63,456
Total exports			28,396,043	42,395,622
EAST INDIES—BRITISH—STRAITS SETTLEMENTS.				
Abrasives			3,990	5,907
Agricultural implements, and parts of			3,080	9,826
Babbitt metal ..lbs..		17,411		5,230
Brass, manufactures of			11,919	12,579

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	191
ASIA—Continued.				
EAST INDIES—BRITISH—STRAITS SETTLEMENTS—contd.				
Breadstuffs:				
Bread and biscuits.....lbs..	186	56,287	$25	$1
Oatmeal.....lbs..	70,137	99,052	3,876	
Preparations of, for table food			12,402	
Wheat flour.....bbls..	1,001		4,107	
All other breadstuffs			671	
Brushes			1,371	
Cars, automobiles, and other vehicles:				
Automobiles—				
Commercial.....No..	57	70	61,881	11
Passenger.....No..	855	287	585,820	20
Parts of (not including engines and tires)			70,043	6
Motorcycles.....No..	82	140	15,773	2
All other, and parts of			4,691	1
Chemicals, dyes, drugs, and medicines:				
Acids			19,845	
Calcium carbide.....lbs..	132,311	2,240	3,765	
Ginseng.....lbs..	36	2,152	227	1
Infants' food				1
Medicinal and pharmaceutical preparations			23,148	3
Petroleum jelly			3,156	1
Soda, salts, and preparations of			26,880	
All other			26,998	1
Clocks and watches, and parts of			11,692	
Cocoa and chocolate, prepared, etc			3,056	1
Confectionery			4,443	
Copper:				
Plates and sheets.....lbs..	43,217	6,657	15,113	
All other manufactures of			7,178	
Cotton, manufactures of:				
Cloths—				
Unbleached.....yds..	151,451	67,739	32,990	2
Bleached.....yds..	48,416	5,600	5,961	
Colored—				
Printed.....yds..	265,363	1,521	22,195	
Dyed in the piece.....yds..	55,071	91,198	5,839	
All other.....yds..	202,433	103,378	22,255	2
Wearing apparel—				
Knit goods			9,182	
All other			9,213	
All other			13,796	3
Dental goods, teeth and other			6,627	
Earthen, stone, and china ware			1,535	
Electrical machinery, appliances, and instruments:				
Batteries (electric)			5,047	
Dynamos or generators (electric)			11,115	
Fans (electric).....No..	195	120	2,499	
Interior wiring supplies			8,750	
Lamps, incandescent.....No..	14,312	4,706	1,690	
Magnetos, spark plugs, etc				1
Motors (electric)			31,602	
Telephones				
Transformers				
All other			68,877	2
Explosives—Cartridges, loaded			6,350	
Fish:				
Salmon, canned.....lbs..	106,896	232,755	9,081	3
Canned fish (except salmon and shellfish)			9,155	2
All other (including shellfish)			882	
Fruits:				
Green, ripe, or dried			6,285	1
Prepared or preserved			21,980	3
Furniture of metal			6,108	
Glass and glassware:				
Bottles, vials, demijohns, etc			3,264	
Cylinder and crown glass and common window glass.....box, 50 sq. ft..	1,176		6,539	
All other			4,930	
Glue.....lbs..	24,771	50	4,650	
Grease, lubricating and other			14,930	
India rubber, manufactures of:				
Belting, hose, etc			5,094	
Tires for automobiles			142,271	21
All other manufactures of			15,874	

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
ASIA—Continued.				
EAST INDIES—BRITISH—STRAITS SETTLEMENTS—contd.				
Iron and steel:				
Bar iron.....lbs.	242,121	406,526	$5,829	$19,789
Bars or rods of steel.....lbs.	3,017,009	6,049,479	84,257	331,083
Bolts, nuts, rivets, and washers.....lbs.	268,786	135,078	15,318	13,678
Castings, n. e. s.....	.....	.....	6,248	12,296
Cutlery—				
Razors.....	.....	.....	12,719	17,470
All other.....	.....	.....	14,471	15,015
Enamel ware.....	.....	.....	4,167	1,574
Firearms.....	.....	.....	4,504	2,253
Hardware, builders'—				
Locks.....	.....	.....	48,464	19,137
Hinges and other.....	.....	.....	48,080	30,538
Other hardware.....	.....	.....	.....	6,560
Hoop, band, and scroll (iron, etc.).....lbs.	1,668,752	3,213,196	107,407	329,523
Machinery, machines, and parts of—				
Adding and calculating machines.....No.	.....	21	.....	2,435
Engines, and parts of—				
Internal-combustion engines—				
Gas—				
Stationary.....No.	14	26	2,268	2,539
Gasoline—				
Marine.....No.	112	118	14,914	22,220
Stationary.....No.	7	45	1,619	11,314
Traction and caterpillar.....No.	.....	1	.....	2,063
Steam—				
Locomotive.....No.	2	.....	8,315	.....
Stationary.....No.	2	15	6,000	5,000
All other engines.....No.	38	5	3,611	3,953
Parts of.....	.....	.....	7,333	34,051
Lawn mowers.....	.....	.....	1,544	3,337
Metal-working machinery, etc.....	.....	.....	22,036	10,357
Mining machinery—				
Oil-well machinery.....	.....	.....	19,450	2,200
All other.....	.....	.....	105,584	19,571
Pumps and pumping machinery.....	.....	.....	20,692	18,686
Refrigerating machinery.....	.....	.....	574	1,042
Road-making machinery.....	.....	.....	.....	48,222
Sewing machines.....	.....	.....	88,584	38,640
Typesetting machines.....	.....	.....	.....	10,476
Typewriting machines.....	.....	.....	43,974	70,072
Woodworking machinery—				
Sawmill machinery.....	.....	.....	33,691	1,359
All other.....	.....	.....	1,578	936
All other machinery, and parts of.....	.....	.....	70,305	48,294
Nails and wood screws—				
Wire nails.....lbs.	3,795,694	5,819,299	144,933	312,274
All other (including tacks).....lbs.	234,818	145,278	13,368	12,628
Wood screws.....	.....	.....	.....	8,502
Pipes and fittings—				
Cast.....lbs.	368,168	383,062	19,149	28,668
Wrought.....lbs.	2,529,292	1,010,949	117,972	74,618
Radiators.....lbs.	129,000	.....	7,900	.....
Railway track material—				
Rails of steel.....	375	925	16,393	71,328
Switches, frogs, etc.....	.....	.....	3,888	4,548
Scales and balances.....	.....	.....	13,691	10,832
Sheets and plates of iron and steel—				
Galvanized iron and steel sheets.....lbs.	706,711	901,285	39,341	69,967
Iron sheets and plates.....lbs.	292,831	911,988	11,549	93,671
Steel plates.....lbs.	979,255	434,760	26,955	36,920
Steel sheets.....lbs.	501,625	703,250	25,988	53,616
Structural iron and steel.....tons.	1,932	237	144,373	20,726
Tin plates and manufactures of—				
Tin plates, terneplates, and taggers' tin.....lbs.	12,749,128	10,332,919	733,770	947,361
All other manufactures of.....	.....	.....	5,588	3,593
Tools—				
Axes.....No.	72,233	95,117	29,856	56,854
Files and rasps.....	.....	.....	.....	42,071
Hammers and hatchets.....	.....	.....	5,262	3,496
Saws.....	.....	.....	17,670	21,500
All other.....	.....	.....	64,231	26,065
Wire, and manufactures of—				
Barbed wire.....lbs.	1,010,060	1,965,346	46,331	102,758
All other wire.....lbs.	1,635,939	1,723,533	72,525	119,788
Woven-wire fencing.....	.....	.....	3,780	15,309
All other manufactures of.....	.....	.....	27,729	30,728
All other manufactures of iron and steel.....	.....	.....	213,550	190,477

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1
ASIA—Continued.				
EAST INDIES—BRITISH—STRAITS SETTLEMENTS—contd.				
Lamps, etc. (except electric)			$14,100	
Lead:				
Pigs, bars, etc., from domestic ore ..lbs..	264,580		23,084	
Manufactures of			2,798	
Leather:				
Belting			12,946	
Patent			32,825	
Upper—				
Calf ..sq. ft..	43,261	30,415	17,019	
Goat and kid ..sq. ft..	11,639	8,817	3,994	
Grain and split ..sq. ft..		8,474		
All other upper			3,994	
All other leather			1,658	
Manufactures of—				
Boots and shoes—				
Children's ..pairs..	2,198	2,231	1,568	
Men's ..pairs..	17,760	1,664	36,093	
Women's ..pairs..	4,086	1,856	6,567	
All other			3,116	
Meat and dairy products:				
Meat products—				
Beef products—				
Beef, canned ..lbs..	20,253	16,794	4,534	
Beef, pickled, and other cured ..lbs..	17,109	5,575	2,776	
Hog products—				
Lard ..lbs..	33,333		4,884	
All other			4,200	
Stearin ..lbs..		70,353		
All other meat products, canned and other			5,969	
Dairy products—				
Milk, condensed ..lbs..	5,425,284	9,982,269	631,972	1,
All other			1,443	
Metals, n. e. s				
Naval stores: Rosin ..bbls..	2	552	15	
Oilcloth and linoleum			26,304	
Oils: Mineral, refined, or manufactured—				
Illuminating oil ..galls..	1,728,580	1,095,866	160,330	
Lubricating oil ..galls..	667,502	299,555	162,201	
Naphthas, etc ..galls..	28,358		5,357	
Paints, pigments, colors, etc.:				
Dry colors			3,569	
Ready-mixed paints ..galls..	3,887	11,111	4,019	
Zinc, oxide of ..lbs..	32,850	10,200	4,484	
All other (including crayon)			6,957	
Paper stock, rags, and other (except wood pulp) ..lbs..	796,520	3,313,941	13,764	
Paper:				
Books, music, charts, engravings, etc			9,601	
Playing cards			27,353	
Printing paper ..lbs..	31,329	98,024	2,425	
Writing paper and envelopes			8,203	
All other			29,147	
Paraffin and paraffin wax ..lbs..	120,067	13,691	4,564	
Pencils (except slate) and pencil leads			6,321	
Perfumery, cosmetics, etc			21,559	
Phonographs, graphophones, etc., and records, etc.:				
Phonographs, graphophones, etc ..No..	259	86	8,056	
Records, and materials for			4,069	
Photographic goods:				
Cameras			18	
Motion-picture films (exposed) ..lin. ft..	2,641,901	1,168,235	119,064	
All other			2,765	
Roofing felt and similar materials			23,508	
Shoe findings			2,048	
Silk, manufactures of			5,397	
Soap, toilet			6,204	
Spirits, wines, malt liquors, etc.:				
Malt liquors—In bottles ..doz. qts..	4,178	14,420	5,109	
Spirits, distilled ..pf. galls..	6,691	7,570	6,885	
All other beverages			324	
Stone, and manufactures of			4,663	
Surgical appliances (not including instruments)			11,023	
Tobacco:				
Unmanufactured—Leaf ..lbs..	41,706		13,448	
Manufactures of—				
Cigarettes ..M..	1,246,905	773,024	1,803,437	1,
Plug ..lbs..	57,768	62,021	10,824	
Smoking ..lbs..	49,994	25,205	40,132	
All other			78	

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
ASIA—Continued.				
DIES—BRITISH—STRAITS SETTLEMENTS—contd.				
bles:				
les and sauces			$6,334	$9,056
tables, canned			17,352	24,833
ther			170	168
:				
iber—				
ooks—				
Box			78,050	481,287
All other...No.	22,500	2,000	39,425	4,300
ll other			4,555	
niture			11,059	2,272
ndles, implement and tool				6,702
other manufactures of			8,829	2,074
, manufactures of			893	2,749
e, rolled in sheets...lbs.	32,026	49,799	6,163	8,994
other manufactures of			485	322
ther articles			70,017	49,065
Total domestic exports			7,673,020	8,809,809
l foreign exports			61,419	398
Total exports			7,734,439	8,810,297
EAST INDIES—BRITISH—OTHER BRITISH.				
icultural implements, and parts of:				
lows and cultivators			2,089	957
ll other, and parts of			1,146	202
phaltum, manufactures of			2,100	1,818
ss, manufactures of			145	10,860
eadstuffs			8,547	1,687
s, automobiles, and other vehicles:				
Automobiles—				
Commercial...No.	26	3	38,970	7,138
Passenger...No.	110	11	80,033	17,740
Parts of (not including engines and tires)			27,710	23,273
Motorcycles...No.	140	68	26,198	16,192
All other, and parts of			2,548	4,117
emicals, drugs, dyes, and medicines:				
Infants' food				38,314
Medicinal and pharmaceutical preparations			5,225	15,527
Soda, salts, and preparations of			4,982	9,867
All other			22,670	13,383
locks and watches, and parts of			5,947	5,443
onfectionery			433	1,093
opper, manufactures of			1,858	5,463
otton, manufactures of:				
Cloths—				
Unbleached...yds.	12,231		3,241	
All other...yds.	5,182	5,466	1,168	1,815
Wearing apparel—				
Knit goods			2,879	1,000
All other			1,764	1,584
All other			1,040	4,514
Electrical machinery, appliances, and instruments:				
Fans...No.	18	268	328	6,295
Magnetos, spark plugs, etc				4,906
Motors			6,370	5,395
Transformers				699
All other			6,945	6,206
Explosives			2,267	6,009
Fish:				
Salmon—Canned...lbs.	101,286	41,818	10,355	6,944
All other			689	1,241
Fruits and nuts:				
Fruits—				
Prunes...lbs.	24,802	22,764	3,166	3,213
Prepared or preserved—Canned			8,234	8,070
All other			2,385	5,032
Nuts			26	847
Furniture of metal			3,419	996
Glass and glassware:				
Cylinder, crown, and common window glass, ...box, 50 sq. ft.	821		3,906	
All other			1,777	2,479

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Value.	
	1917	1918	1917	
ASIA—Continued.				
EAST INDIES—BRITISH—OTHER BRITISH—continued.				
Grease			[illegible]	
Household and personal effects			766	
India rubber, manufactures of:				
Tires, for automobiles			6,482	
All other			6,178	
Ink			2,243	
Instruments and apparatus for scientific purposes			2,411	
Iron and steel:				
Bars or rods of steel.....lbs..	245,366	1,128,670	7,177	
Billets, ingots, and blooms of steel.....tons..	36		4,089	
Bolts, nuts, rivets, and washers.....lbs..	40,890	8,085	2,648	
Cutlery			5,014	
Firearms			1,089	
Hardware—				
Builders'—				
Hinges			4,782	
Locks			7,040	
Other hardware				
Hoop, band, and scroll.....lbs..	527,795	2,275,867	26,195	
Machinery, machines, and parts of—				
Engines, and parts of			5,963	
Metal-working machinery			196	
Mining machinery—				
Oil-well machinery			11,586	
All other				
Pumps, and pumping machinery			2,953	
Sewing machines			6,360	
Typewriting machines			2,062	
All other			8,181	
Nails and wood screws—				
Wire.....lbs..	425,092	780,949	15,658	
Wood screws				
Pipes and fittings—Wrought.....lbs..	56,124	58,813	2,550	
Rails for railways, of steel.....tons..	170		8,044	
Sheets and plates—				
Galvanized.....lbs..	227,239		15,597	
Iron sheets and plates.....lbs..	124,238		6,401	
Steel—				
Plates.....lbs..		79,235		
Sheets.....lbs..	128,133		7,506	
Structural iron and steel.....tons..	23		1,111	
Tin plates, and manufactures of			4,073	
Tools, n. e. s			11,817	
Wire and manufactures of—				
Wire—				
Barbed.....lbs..	247,150	373,200	10,332	
All other.....lbs..	41,340	23,500	2,431	
Manufactures of			408	
All other manufactures of iron and steel			12,705	
Lamps, chandeliers, and all other devices for illuminating purposes (except electric)			3,860	
Leather:				
Belting			7	
All other leather			1,076	
Manufactures of—				
Boots and shoes—				
Children's.....pairs..	2,570	334	2,712	
Men's.....pairs..	13,893	973	23,852	
Women's.....pairs..	8,254	269	15,838	
All other			566	
Malt.....bush..	865		883	
Meat and dairy products:				
Meat products—				
Beef products.....lbs..	12,405	18,970	2,132	
All other			2,746	
Dairy products—				
Cheese.....lbs..		3,300		
Milk—Condensed.....lbs..	150,598	365,200	13,425	
Naval stores:				
Rosin.....bbls..	900	8	6,419	
Turpentine, spirits of.....galls..	50	100	28	
Oilcloth and linoleum			2,412	
Oils:				
Mineral—Refined or manufactured—				
Illuminating oil.....galls..	2,449,928	5,056	239,873	
Lubricating and heavy paraffin oil.....galls..	182,857	172,952	43,081	
Naphthas, and light products of distillation—				
Gasoline.....galls..	9,600		2,332	
Vegetable			1,236	

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
ASIA—Continued.				
INDIES—BRITISH—OTHER BRITISH—continued.				
pigments, colors, and varnishes:				
ly-mixed paints ..... galls..	6,093	5,631	$5,741	$6,482
ther (including crayons).....			6,344	8,063
ks, music, maps, engravings, etchings, photo-				
aphs, and other printed matter.....			4,743	6,055
erboard (strawboard, etc.).....			2,205	593
ring cards.....			995	4,411
iting paper..... lbs..	60,048	121,900	2,515	6,500
other.....			2,998	9,845
ls (except slate) and pencil leads.....			2,075	1,617
meries, cosmetics, and all toilet preparations...			2,139	5,280
ographs, graphophones, gramophones, and				
ords, and materials for.....			1,963	1,106
ographic goods.....			1,948	490
ng felt and similar materials.....			6,868	1,122
.....			3,197	2,350
ts, wines, liquors, and other beverages.....			436	4,519
ical appliances (not including instruments).....			1,878	834
tables.....			4,570	5,882
d:				
mber—				
Shooks.....			4,837	11,000
Staves..... No..	6,080	.....	1,600	.....
Heading.....			1,400	.....
ll other manufactures of.....			5,009	1,211
c:				
pelter, cast in pigs, plates, slabs, etc., produced				
from domestic ore..... lbs..	6,287	.....	675	.....
olled in sheets, strips, boiler plates, etc..... lbs..	.....	18,598	.....	3,755
other articles.....			16,814	21,073
Total domestic exports.....			948,293	1,082,434
al foreign exports.....			29,352	4,590
Total exports.....			977,645	1,087,024
EAST INDIES—DUTCH.				
rasives:				
Wheels, emery and other.....			7,155	10,348
All other.....			6,156	7,567
ricultural implements:				
Plows and cultivators.....			16,229	5,735
All other.....			8,541	35,417
uminum, and manufactures of.....			37,146	43,969
sbestos, manufactures of.....			47,030	43,036
sphaltum, manufactures of.....			6,000	1,044
thletic and sporting goods.....			4,068	3,745
lacking, shoe paste, etc.....			3,190	2,029
rass:				
Bars, plates, sheets, etc..... lbs..	399,266	27,204	144,866	8,717
Cartridge shells, empty.....			.....	8,847
Pipes and fittings.....			.....	6,585
Wire..... lbs..	.....	7,498	.....	3,757
All other manufactures of.....			157,122	64,003
Breadstuffs:				
Bread and biscuit..... lbs..	87,506	175,367	15,458	34,299
Oatmeal..... lbs..	127,173	258,671	8,111	20,522
Preparations of, for table food.....			32,988	11,605
Wheat flour..... bbls..	35	8	191	80
All other breadstuffs.....			891	1,364
Bronze, manufactures of.....			114,563	12,901
Brooms.....			139	2,615
Brushes.....			2,307	8,482
Buttons, and parts of.....			3,259	2,247
Cars, automobiles, and other vehicles:				
Aeroplanes..... No..	12	.....	145,000	.....
Parts of.....			54,913	.....
Automobiles—				
Commercial..... No..	108	68	137,609	162,749
Passenger..... No..	3,206	1,272	2,642,330	1,302,800
Parts of (not including engines and tires).....			193,225	192,430
Cars for steam railways (except passenger).....			26,493	499,208
Cars for other railways.....			45,993	.....
Bicycles, tricycles, etc.....			18,551	10,783
Motorcycles..... No..	1,079	251	229,167	50,126
Wheelbarrows, pushcarts, etc.....			4,907	10,526
All other vehicles, and parts of.....			58,239	250,115

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	191
ASIA—Continued.				
EAST INDIES—DUTCH—continued.				
Cement, hydraulic ..... bbls..	33,691	36,535	$76,309	$
Chalk, manufactures of			317	
Chemicals, drugs, dyes, and medicines:				
Acids—				
Sulphuric ..... lbs..	103,979	38,698	3,462	
All other			79,720	
Alcohol, wood ..... galls..		14,092		
Bark, extracts of, for tanning			40,998	
Calcium carbide ..... lbs..	2,226,801	1,220,730	67,404	
Copper, sulphate of ..... lbs..	155,981	32,936	17,810	
Dyes and dyestuffs			11,525	
Formaldehyde				
Infants' food				
Medicinal and pharmaceutical preparations			34,064	
Petroleum jelly			10,196	
Soda, salts, and preparations of			335,921	2
Sulphur, or brimstone ..... tons..	122	9	4,477	
All other			354,732	1
Clocks and watches:				
Clocks, and parts of			14,956	
Watches, and parts of			6,856	
Coal and coke:				
Coal—Bituminous ..... tons..	7,929		22,596	
Coke ..... tons..	825	3	10,924	
Cocoa and chocolate			726	
Confectionery			18,560	
Copper:				
Refined, in ingots, bars, etc ..... lbs..	140,656	3,176	43,851	
Pipes and tubes ..... lbs..		30,615		
Plates and sheets ..... lbs..	127,037	33,274	43,227	
Wire ..... lbs..	570,010	54,245	219,683	
All other manufactures of			223,137	
Cotton, manufactures of:				
Cloths—				
Unbleached ..... yds..	212,920	83,203	56,398	
Bleached ..... yds..	228,989	206,453	25,887	
Colored—				
Printed ..... yds..	264,514	580,013	23,871	
Dyed in the piece ..... yds..	224,032	973,527	18,500	1
All other ..... yds..	1,153,083	262,865	136,781	
Wearing apparel—				
Corsets			13,562	
Knit goods			32,586	
All other			19,854	
All other			82,314	
Dental goods			49,043	
Earthen, stone, and china ware:				
Chinaware			7,927	
Earthen and stone ware			4,361	
Sanitary earthenware				
All other			10,351	
Electrical machinery, appliances, and instruments:				
Batteries			23,947	
Carbons				
Dynamos or generators			10,749	
Insulated wire and cables			206,586	
Lamps, incandescent, metal filament ..... No..	12,438	19,210	2,280	
Magnetos, spark plugs, etc				
Meters, and other measuring instruments			3,158	
Motors			9,052	
Switches and accessories				
Telegraph apparatus			2,680	
Telephones			28,508	
Transformers			15,009	
All other			101,164	
Explosives:				
Cartridges, loaded			12,127	
Dynamite ..... lbs..	122,250	348,000	27,705	1
Fuses				
Gunpowder ..... lbs..	8,050	134,400	3,440	
All other			48,536	
Fertilizers ..... tons..		1,259		1
Fibers, vegetable, manufactures of:				
Cordage ..... lbs..	229,415	70,186	37,894	
Twine (except binder twine)			4,899	
All other manufactures of			32,948	

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
ASIA—Continued.				
EAST INDIES—DUTCH—continued.				
Fish:				
Salmon—Canned.....lbs..	374,832	405,326	$42,693	$66,240
Canned fish (except salmon and shellfish).....	.....	.....	10,032	30,821
All other fish.....	.....	.....	1,125	13,658
Fruits and nuts:				
Fruits—				
Apples, dried.....lbs..	60,313	45,021	7,548	8,227
Apricots, dried.....lbs..	28,154	39,192	4,843	8,160
Peaches, dried.....lbs..	8,210	5,546	904	754
Prunes.....lbs..	56,027	103,265	6,531	15,794
Raisins, and other dried grapes.....lbs..	23,971	17,931	3,050	2,567
All other, green, ripe, and dried.....	.....	.....	3,751	6,899
Prepared or preserved—				
Canned.....	.....	.....	81,145	110,159
Other preserved.....	.....	.....	7,931	32,192
Nuts.....	.....	.....	1,103	8,872
Furniture of metal.....	.....	.....	5,847	15,997
Glass and glassware:				
Bottles, vials, etc.....	.....	.....	10,394	3,906
Window.....box, 50 sq. ft..	205	1,033	867	4,849
All other.....	.....	.....	19,344	33,011
Glue.....lbs..	16,550	50,712	3,876	11,406
Grease:				
Lubricating.....	.....	.....	20,580	8,666
Soap stock, etc.....	.....	.....	2,034	156
Hair, manufactures of.....lbs..	.....	.....	3,644	6,101
Honey.....	.....	25,539	4,547	7,328
India rubber, manufactures of:				
Belting, hose, etc.....	.....	.....	35,356	72,554
Shoes.....pairs..	2,837	806	3,011	670
Druggists' rubber sundries.....	.....	.....	.....	5,914
Tires—				
For automobiles.....	.....	.....	415,742	347,912
All other.....	.....	.....	60,083	16,278
All other manufactures of.....	.....	.....	44,067	37,653
Ink.....	.....	.....	5,756	9,704
Instruments and apparatus for scientific purposes:				
Optical instruments.....	.....	.....	5,576	7,862
All other.....	.....	.....	8,628	15,795
Iron and steel:				
Pig iron.....tons..	1,383	470	42,657	22,878
Scrap and old, etc.....tons..	184	207	7,840	5,940
Bar iron.....lbs..	1,331,899	2,175,420	48,656	92,024
Bars or rods of steel.....lbs..	10,876,007	12,984,368	401,418	641,686
Bolts, nuts, washers, etc.....lbs..	818,494	1,737,958	55,256	143,106
Car wheels and axles.....	.....	.....	15,660	373,337
Castings, n. e. s.....	.....	.....	17,045	56,965
Chains.....	.....	.....	.....	42,515
Cutlery—				
Razors.....	.....	.....	11,087	12,643
All other.....	.....	.....	13,272	18,732
Enamel ware.....	.....	.....	3,966	6,457
Firearms.....	.....	.....	14,641	6,617
Forgings, n. e. s.....	.....	.....	.....	43,607
Hardware—Builders'—				
Locks.....	.....	.....	23,023	44,607
Hinges and other.....	.....	.....	63,327	16,792
Other hardware.....	.....	.....	.....	56,543
Hoop, band, and scroll.....lbs..	672,822	2,427,898	47,910	211,966
Machinery, machines, and parts of—				
Adding machines.....No..	87	144	10,085	21,608
Air-compressing machinery.....	.....	.....	22,874	6,642
Cash registers.....No..	177	69	37,224	22,265
Elevators and elevator machinery.....	.....	.....	8,850	1,749
Engines, and parts of—				
Internal combustion engines, gasoline—				
Marine.....No..	56	106	11,862	24,819
Stationary.....No..	117	41	33,011	22,945
Traction and caterpillar.....No..	5	2	24,400	10,241
Steam engines—				
Locomotives.....No..	21	2	286,707	9,030
Traction and caterpillar.....No..	1	.....	3,100	.....
All other engines.....No..	28	38	24,091	24,077
Parts of.....	.....	.....	126,907	98,093

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued

Countries and articles.	Quantities.		Value
	1917	1918	1917
ASIA—Continued.			
EAST INDIES—DUTCH—continued.			
Iron and steel—Continued.			
Machinery, machines, and parts of—Continued.			
Lawn mowers			$5,071
Metal-working machinery			245,594
Meters, gas and water			16,640
Mining machinery—			
Oil-well machinery, all other			309,142
All other			58,329
Printing presses			24,645
Pumps, and pumping machinery			148,378
Refrigerating machinery			3,623
Road-making machinery			
Sewing machines			192,584
Sugar-mill machinery			4,447
Typesetting machines			10,119
Typewriting machines			116,156
Woodworking machinery—			
Sawmill machinery			4,339
All other			2,225
All other, and parts of			317,645
Nails and wood screws—			
Cut nails...lbs.		239,951	
Wire nails...lbs.	7,722,506	12,325,393	304,415
Wood screws			
All other...lbs.	223,417	88,976	11,085
Pipes and fittings—			
Cast...lbs.	14,459,710	6,931,661	429,132
Wrought...lbs.	24,429,028	7,459,225	945,933
Railway track material—			
Railroad spikes...lbs.	95,636	687,109	3,866
Rails of steel...tons.	4,924	5,605	252,003
Switches, frogs, etc			69,874
Safes...No.	43	61	3,061
Scales and balances			33,138
Sheets and plates—			
Galvanized iron and steel sheets...lbs.	7,403,332	7,926,634	381,052
Iron sheets and plates...lbs.	1,705,912	2,091,808	74,854
Steel—			
Plates...lbs.	4,513,181	2,390,933	209,859
Sheets...lbs.	3,114,735	5,788,324	147,608
Ship and tank plates, punched and shaped...lbs.		1,100,761	
Stoves and ranges, and parts of			14,967
Structural iron and steel...tons.	2,730	1,387	256,324
Tin plates, and manufactures of—			
Tin plates, terneplates, and taggers' tin...lbs.	31,188,323	7,258,226	1,524,074
All other manufactures of			10,506
Tools, n. e. s.—			
Axes...No.	15,574	29,231	8,698
Augers, bits, and drills			
Files and rasps			
Hammers and hatchets			5,012
Saws			16,969
Shovels and spades			7,562
All other			111,470
Wire, and manufactures of—			
Wire—			
Barbed...lbs.	1,402,755	1,018,653	63,717
Other...lbs.	7,725,276	3,770,602	400,200
Manufactures of—			
Wire ropes and cables			
Woven-wire fencing			22,763
All other			154,479
All other manufactures of iron and steel			817,176
Lamps, etc. (except electric)			134,084
Lead:			
Pigs, bars, etc.—			
From domestic ore...lbs.	661,396	28,569	48,201
From foreign ore...lbs.	140,000	10,000	11,590
Manufactures of			107,029
Leather:			
Belting			66,268
Patent			8,450
Sole...lbs.	8,484	2,554	3,123
Upper—			
Calf...sq. ft.	22,511	6,349	7,876
Glazed kid...sq. ft.	59,106	6,298	19,778
All other upper			

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
ASIA—Continued.				
EAST INDIES—DUTCH—continued.				
Leather—Continued.				
All other leather			$11,085	$7,292
Manufactures of—				
Boots and shoes—				
Children's....pairs	1,944	251	1,892	352
Men's....pairs	13,040	11,409	30,983	37,693
Women's....pairs	7,640	3,737	13,898	10,925
Harness and saddles			4,092	2,246
All other			8,129	47,279
Leather, imitation			3,648	10,444
Meat and dairy products:				
Meat products—				
Beef products—				
Beef, canned....lbs	171,587	58,930	46,481	20,335
Beef, pickled, etc....lbs	49,300	1,000	6,459	173
Oleo oil....lbs	40,970		3,464	
Tallow....lbs	264,000		34,194	
Hog products—				
Hams and shoulders, cured....lbs	17,640	7,803	4,040	2,271
Lard....lbs	81,020	1,368	14,121	351
Pork, canned....lbs	36,109	9,618	13,103	4,535
Pork, pickled....lbs	20,325	26,000	2,748	6,486
Stearin from animal fat....lbs	30,000	33,600	3,525	9,410
All other meat products—				
Canned			13,169	16,289
All other			5,623	6,265
Dairy products—				
Butter....lbs	69,478	3,266	27,641	1,15[illegible]
Cheese....lbs	4,089	23,968	1,086	8,665
Milk, condensed....lbs	1,791,840	2,3[illegible]8,522	214,518	319,147
Metal compositions, n. e. s.—			[illegible]	
Babbitt metal....lbs	60,021	86,542	11,308	22,844
All other				25,112
Musical instruments:				
Organs....No	1	1	80	53
Pianos—				
Player....No	36	7	9,040	2,490
All other....No	61	56	10,986	17,749
All other, and parts of			6,891	4,780
Naval stores:				
Rosin....bbls	39,667	27,628	287,490	223,092
Tar, turpentine, and pitch....bbls	715	371	4,613	3,052
Turpentine, spirits of....galls	19,260	27,089	11,439	16,366
Notions			4,743	2,993
Oilcloth and linoleum:				
For floors....sq. yds	15,440	6,410	4,342	3,373
All other			76,838	36,122
Oils:				
Animal....galls	2,811	15	2,404	53
Mineral—Refined or manufactured—				
Illuminating....galls	13,477,030	5,377,120	1,268,310	635,289
Lubricating....galls	2,064,348	3,994,577	345,759	557,683
Oils: Vegetable—Fixed or expressed—				
Linseed or flaxseed....galls	38,978	168,755	35,488	207,880
All other			1,433	1,440
Paints, pigments, colors, and varnishes:				
Dry colors			12,150	24,074
Lead—				
White....lbs	438,259	505,725	42,652	58,319
Red....lbs		647,064		76,512
Ready-mixed paints....galls	17,145	52,541	21,857	74,215
Varnish....galls	2,668	1,278	4,573	1,874
Zinc, oxide of....lbs	339,049	191,399	49,981	25,079
All other (including crayons)			215,447	56,294
Paper stock: Rags, and other (except wood pulp)..lbs	4,482,560	4,504,872	66,558	80,529
Paper:				
Books, maps, etc			51,476	17,196
Carbon paper			3,717	6,912
Paper board and strawboard			619	6,726
Printing paper—				
News print....lbs	303,884	1,504,583	9,769	74,179
All other....lbs	80,206	303,220	7,877	25,496
Wrapping paper....lbs	31,220	259,527	3,650	20,223
Writing paper and envelopes			19,138	18,509
All other			203,460	168,220

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued

Countries and articles.	Quantities.		Value	
	1917	1918	1917	
ASIA—Continued.				
EAST INDIES—DUTCH—continued.				
Paraffin and paraffin wax.....lbs..	385,897	137,193	$14,525	
Pencils and lead (except slate).....	.....	.....	21,823	
Penholders.....	.....	.....	1,650	
Pens.....	.....	.....	1,713	
Perfumery, cosmetics, etc.....	.....	.....	117,575	
Phonographs, etc., and records and materials for:				
Phonographs, etc.....No..	294	96	10,369	
Records, and materials for.....	.....	.....	21,962	
Photographic goods:				
Motion-picture films (exposed).....lin. feet..	583,754	617,423	28,553	
Other photographic apparatus.....	.....	.....	4,186	
All other.....	.....	.....	2,023	
Plated ware (except cutlery and jewelry).....	.....	.....	3,214	
Plumbago or graphite:				
Unmanufactured.....lbs..	37,822	11,668	3,284	
Manufactures of.....	.....	.....	6,280	
Roofing felt and similar materials.....	.....	.....	21,909	
Salt.....lbs..	3,828	177,262	83	
Seeds.....	.....	.....	338	
Shoe findings.....	.....	.....	6,471	
Silk, manufactures of.....	.....	.....	14,027	
Soap:				
Toilet.....	.....	.....	44,703	
All other.....lbs..	120,575	227,921	5,491	
Spirits, wines, malt liquors, etc.:				
Malt liquors in bottles.....doz. qts..	82,281	170,634	113,327	
Wines.....galls..	13,356	70,088	8,683	
All other.....	.....	.....	920	
Stone (including marble), manufactures of.....	.....	.....	13,556	
Surgical appliances (not including instruments).....	.....	.....	4,354	
Suspenders and garters.....	.....	.....	.....	
Tobacco, manufactures of:				
Smoking.....lbs..	56,898	3,314	23,655	
All other.....	.....	.....	2,078	
Toys.....	.....	.....	11,029	
Trunks and valises.....	.....	.....	4,017	
Typewriter ribbons.....	.....	.....	7,052	
Vegetables:				
Pickles and sauces.....	.....	.....	6,164	
Canned.....	.....	.....	20,854	
All other.....	.....	.....	1,079	
Vulcanized fiber, and manufactures of.....	.....	.....	255	
Wax, manufactures of.....	.....	.....	15,363	
Wood:				
Lumber—				
Box.....	.....	.....	5	
Shooks, all other.....No..	22,700	60,370	47,589	
All other.....	.....	.....	3,641	
Furniture.....	.....	.....	5,305	
All other manufactures of.....	.....	.....	17,243	
Wool, manufactures of.....	.....	.....	11,483	
Zinc:				
Spelter, cast in pigs, slabs, etc.—Produced from domestic ore.....lbs..	35,511	.....	5,552	
Zinc, rolled in sheets, strips, etc.....lbs..	243,797	533,275	50,706	
All other manufactures of.....	.....	.....	9,816	
All other articles.....	.....	.....	38,109	
Total domestic exports.....	.....	.....	21,009,816	
Total foreign exports.....	.....	.....	39,489	
Total exports.....	.....	.....	21,139,305	
EAST INDIES—FRENCH.				
Asphaltum, manufactures of.....	.....	.....	1,235	
Breadstuffs.....	.....	.....	529	
Cars, automobiles, and other vehicles:				
Automobiles, and parts of—				
Automobiles—				
Commercial.....No..	.....	2	.....	
Passenger.....No..	18	18	17,967	
Parts of (not including engines and tires).....	.....	.....	.....	

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
ASIA—Continued.				
EAST INDIES—FRENCH—continued.				
s, drugs, dyes, and medicines:				
id dyestuffs				$6,808
er			$230	1,018
anufactures of			353	5,257
es				3,330
s, canned lbs.	6,816	240	1,340	69
er			1,502	1,600
id nuts:				
, prepared or preserved, and canned			3,222	12,490
ier			1,540	2,635
d glassware				1,515
bber, manufactures of:				
g, hose, and packing			3,086	3,950
ner manufactures of			417	178
l steel:				
on lbs.		355,105		13,770
or rods of steel lbs.	336,815	257,437	15,998	14,228
nery, machines, and parts of				38,427
ay track material—				
ls of steel tons		54		3,391
tches, frogs, splice bars, etc				10,000
s and plates—				
vanized iron and steel sheets lbs.	33,717		2,230	
el—plates lbs.		112,545		8,853
ctural iron and steel tons		115		12,992
lates, and manufactures of—Tin plates, terne-				
tes, and taggers' tin lbs.	401,990	34,020	25,238	4,271
ther manufactures of iron and steel			1,303	10,484
s, chandeliers, and all illuminating devices				
ept electric)			1,521	4,941
er:				
nt			361	1,163
lbs.	2,144	34,095	874	15,606
ber—				
alf and kid sq. ft.	13,040	5,006	6,293	2,806
oat and kid sq. ft.	7,513	9,147	2,594	5,877
other leather				1,073
anufactures of—				
oots and shoes—				
Men's pairs		620		2,649
ll other			20	898
bush.	386	5,398	677	8,651
and dairy products:				
at products			697	1,040
iry products—				
filk—Condensed and evaporated lbs.	3,800	97,128	494	18,638
ll other				2,165
Lubricating and heavy paraffin galls.	14,665	4,283	3,633	1,240
r, and manufactures of			12,433	
ing felt and similar materials			6,470	7,062
its, wines, malt liquors, and other beverages:				
ines galls.	209	76,099	88	30,161
etables			2,352	8,376
other articles			1,936	14,145
Total domestic exports			116,633	316,790
al foreign exports			122	
Total exports			116,755	316,790
EAST INDIES—PORTUGUESE.				
ease, lubricating			5,645	
n and steel, manufactures of				5,257
ls: Mineral—Refined or manufactured—				
Illuminating g.lls.	285,000		28,500	
Lubricating and heavy paraffin galls.	42,754		8,351	
Naphthas—Gasoline galls.	205,000		32,800	
ll other articles				3,406
Total domestic exports			75,296	8,663

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Value
	1917	1918	1917
ASIA—Continued.			
HONGKONG.			
Abrasives			$1,778
Agricultural implements, and parts of			1,[illegible]
Animals			[illegible]
Asbestos, manufactures of			2,[illegible]
Asphaltum, manufactures of			4,252
Athletic and sporting goods			[illegible]
Brass:			
Bars, plates, sheets, etc.....lbs..	54,606	49,748	15,704
Pipes and fittings.....lbs..		23,146	
All other manufactures of			37,267
Breadstuffs:			
Bread and biscuit.....lbs..	25,717	39,751	3,158
Oatmeal.....lbs..	187,963	67,752	13,723
Preparations of, for table food			59,778
Wheat flour.....bbls..	61,800	1,250	306,756
All other breadstuffs			10,010
Brushes			*1,984*
Cars, automobiles, and other vehicles:			
Automobiles—			
Commercial.....No..		8	
Passenger.....No..	38	117	35,253
Parts of			2,885
Motorcycles.....No..	37	18	7,531
All other			6,132
Chemicals, drugs, dyes, and medicines:			
Acids			3,688
Baking powder.....lbs..	10,859	18,893	3,184
Dyes and dyestuffs			2,591
Ginseng.....lbs..	180,243	123,390	1,282,*151*
Infants' food			
Medicinal, and pharmaceutical preparations			21,659
Petroleum jelly, etc			2,507
Soda, salts, and preparations of			24,853
All other			89,192
Chewing gum			637
Clocks, and parts of			16,155
Watches, and parts of			*511*
Cocoa and chocolate, prepared, etc			4,911
Confectionery			13,402
Copper:			
Pipes and tubes.....lbs..		68,722	
Plates and sheets.....lbs..	35,482	14,671	10,247
All other manufactures of			13,630
Cotton:			
Unmanufactured—Upland and other.....lbs..		2,204,028	
Manufactures of—			
Cloth—			
Unbleached.....yds..	149,520	87,008	37,694
Bleached.....yds..	382	85,719	46
Colored—			
Printed.....yds..	106,905	92,497	15,941
Dyed in the piece.....yds..	22,536	157,739	3,733
All other.....yds..	455,327	253,322	52,856
Wearing apparel—			
Knit goods			15,544
All other			17,919
Yarn.....lbs..		26,221	11,260
All other			98,794
Dental goods			1,166
Earthen, stone, and china ware			719
Electrical machinery, appliances, and instruments:			
Dynamos or generators (electric)			1,135
Fans (electric).....No..	1,131	2,414	22,063
Lamps (electric).....No..	17,330	49,922	4,210
Meters, and other measuring instruments (electric)			10,749
Motors (electric)			14,762
Switches and accessories			
Transformers (electric)			3,023
All other			19,523
Explosives:			
Dynamite.....lbs..	50,000	30,000	11,677
Gunpowder.....lbs..	47,785	25,000	37,790
All other			2,436
Fibers, vegetable, manufactures of			5,914

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
ASIA—Continued.				
HONGKONG—continued.				
—haddock, etc.....lbs..	46,760	76,019	$5,054	$11,113
›ther.....lbs..	6,920	6,575	208	1,130
d—				
ıon.....lbs..	74,585	86,203	9,570	14,678
›ther.....			3,189	
ıer fish and fish products.....			624	12,859
nd nuts:				
s—				
›les, green, or ripe.....bbls..	3,151	1,940	15,158	8,986
›icots, dried.....lbs..	80,530	11,593	12,367	2,163
sins, and other dried grapes.....lbs..	65,904	121,111	6,177	11,871
other green, ripe, or dried fruits.....			9,289	16,904
ıits, preserved—				
anned.....			16,441	20,831
ll other.....			1,092	10,026
.....			1,185	7,473
ure of metal.....			12,814	11,796
nd glassware:				
les, vials, etc. (glass).....			6,287	10,071
nder, crown, and common window glass, ... box, 50 sq. ft..	14,342	2,443	60,570	12,880
e glass.....sq. ft..	198,502	23,441	60,538	9,221
›ther.....			15,611	12,009
se (corn sirup).....lbs..	120,036	169,375	5,496	9,975
s:				
›ricating.....			9,300	10,682
p stock, and other.....			2,521	
shold and personal effects.....			13,695	19,323
rubber, manufactures of:				
ting, hose, etc.....			6,954	5,682
es—				
or automobiles.....			3,252	6,412
ll other.....			4,132	1,076
l other manufactures of.....			4,016	9,957
.....			2,058	4,373
uments and apparatus for scientific purposes.....			2,522	8,658
and steel:				
g iron.....tons..	300	840	6,000	37,678
rap and old, etc. (iron, etc.).....tons..	752	1,011	17,933	36,981
ar iron.....lbs..	391,418	13,835,067	10,167	752,775
ars or rods of steel—				
Wire.....lbs..	238,980	1,648,118	9,951	77,477
All other.....lbs..	18,124,572	34,975,825	585,828	1,812,318
illets, ingots, and blooms of steel.....tons..	382	777	61,214	75,494
olts, nuts, rivets, and washers.....lbs..	884,176	2,468,326	52,184	178,403
utlery—				
Razors.....			4,781	11,007
All other.....			78,323	11,363
namelware.....			2,248	5,320
irearms.....			2,783,756	664
orgings, n. e. s.....			.....	49,268
Hardware:				
Builders'—				
Locks.....			24,083	13,093
Hinges and other.....			28,114	12,599
Other hardware.....			.....	3,440
Hoop, band, and scroll (iron, etc.).....lbs..	225,646	450,615	12,145	37,409
Machinery, machines, and parts of, n. e. s.—				
Adding and calculating machines.....No..	4	10	810	2,843
Engines, and parts of—				
Steam, locomotives.....No..	2	3	24,000	11,740
All other.....No..	36	127	4,309	55,533
Parts of.....			9,211	46,648
Metal working machinery.....			2,391	15,565
Mining machinery.....			4,328	1,167
Pumps and pumping machinery.....			4,970	28,526
Refrigerating machinery.....			4,396	9,733
Sewing machines.....			18,250	50,401
Textile machinery.....			9,658	10,214
Typewriting machines.....			9,218	13,928
Woodworking machinery.....			4,767	6,831
All other.....			70,270	65,911
Nails and wood screws—				
Cut nails.....lbs..	222,163	8,000	11,791	660
Wire nails.....lbs..	15,487,776	10,020,552	530,900	578,212
Wood screws.....			.....	20,476
All other (including tacks).....lbs..	243,179	358,176	32,337	61,633

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1
ASIA—Continued.				
HONGKONG—continued.				
Iron and steel—Continued.				
Pipes and fittings—				
Cast.....lbs..	26,561	13,077	$1,205	
Wrought.....lbs..	1,162,035	682,247	55,213	
Radiators.....lbs..	92,563	11,682	6,452	
Railway track material—				
Rails of steel.....tons..	.....	1,134	.....	
Switches, frogs, etc.....	.....	.....	798	
Scales and balances.....	.....	.....	11,217	
Sheets and plates—				
Galvanized iron and steel sheets.....lbs..	536,959	1,258,414	21,974	
Iron sheets and plates.....lbs..	2,107,467	7,561,348	86,289	
Steel—				
Plates.....lbs..	19,717,569	30,252,849	807,664	2,
Sheets.....lbs..	1,041,867	3,973,054	45,964	
Ship and tank plates, punched and shaped....lbs..	.....	2,392,249	.....	
Structural iron and steel.....tons..	4,010	2,102	245,961	
Tin plates and manufactures of—				
Tin plates, terneplates, and taggers tin.....lbs..	22,169,791	23,182,552	1,173,017	2,
All other manufactures of.....	.....	.....	21,066	
Tools, n. e. s.—				
Axes.....No..	288	6,168	132	
Auger bits and drills.....	.....	.....	.....	
Files and rasps.....	.....	.....	.....	
Hammers and hatchets.....	.....	.....	511	
Saws.....	.....	.....	5,240	
Shovels and spades.....	.....	.....	1,671	
All other.....	.....	.....	23,464	
Wire, and manufactures of—				
Wire—				
Barbed.....lbs..	8,480	169,672	466	
All other.....lbs..	5,258,685	9,211,356	267,541	
Manufactures of—				
Wire ropes and cables.....	.....	.....	.....	
Woven-wire fencing.....	.....	.....	.....	
All other.....	.....	.....	40,279	
All other manufactures of iron and steel.....	.....	.....	112,012	
Lamps, etc. (except electric).....	.....	.....	8,609	
Lead: Manufactures of.....	.....	.....	417	
Leather:				
Belting.....	.....	.....	4,976	
Patent.....	.....	.....	5,402	
Sole.....lbs..	145,393	4,613	71,708	
Upper—				
Calf.....sq. ft..	80,548	98,009	37,674	
Kid.....sq. ft..	10,036	8,454	6,664	
All other upper.....	.....	.....	168,467	
All other leather.....	.....	.....	15,787	
Manufactures of—				
Boots and shoes—				
Children's.....pairs..	2,723	1,751	2,985	
Men's.....pairs..	10,152	8,840	25,870	
Women's.....pairs..	10,782	9,752	22,390	
All other, including slippers.....pairs..	3,795	1	4,034	
All other.....	.....	.....	2,094	
Meat and dairy products:				
Meat products—				
Beef products—				
Beef, canned.....lbs..	55,026	16,064	12,202	
Oleomargarine, imitation butter.....lbs..	33,546	.....	4,537	.....
Hog products—				
Hams and shoulders, cured.....lbs..	11,029	11,039	3,138	
Pork, canned.....lbs..	5,518	7,314	1,461	
Lard compounds, and other substitutes, etc.....lbs..	1,238	2,189	207	
Sausage.....lbs..	14,806	15,412	3,629	
All other.....	.....	.....	10,321	
Dairy products—				
Butter.....lbs..	13,280	3,810	5,611	
Cheese.....lbs..	84,887	159,769	18,091	
Milk, condensed.....lbs..	5,801,270	5,515,114	576,708	
Metal compositions, n. e. s.:				
Babbit metal.....lbs..	1,120	88,632	139	
All other.....	.....	.....	.....	
Moss.....	.....	.....	.....	
Musical instruments, and parts of.....	.....	.....	3,904	

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
ASIA—Continued.				
HONGKONG—continued.				
tores:				
..... bbls.	366	504	$2,810	$3,743
ther.....			128	1,109
el, nickel oxide, and matte..... lbs.	13,899	31,000	8,375	17,980
ıfactures of.....			14,620	
s.....			5,124	9,614
h and linoleum.....			1,872	7,483
nal..... galls.		30		20
eral, refined or manufactured—				
ıs and fuel..... galls.	391,104		6,798	
uminating..... galls.	21,012,149	8,054,286	1,276,303	588,395
ıbricating and heavy paraffin..... galls.	643,561	1,420,972	135,601	382,353
etable—				
ixed or expressed.....			1,483	2,436
olatile or essential—				
Peppermint..... lbs.	665	510	1,742	1,230
All other.....				69
s, pigments, colors, and varnishes:				
r colors.....			376	21,228
ıdy-mixed paints..... galls.	3,244	5,197	4,925	10,000
other (including crayons).....			10,639	29,844
r stocks: Rags, and other, etc..... lbs.	1,468,074	2,807,608	56,680	48,772
r:				
oks, music, maps, etc.....			16,956	45,090
per hangings.....			4,571	30
aying cards.....			26,451	35,140
inting paper—				
News print..... lbs.	346,010	253,030	11,394	11,986
All other..... lbs.	9,241	103,870	1,292	10,640
riting paper and envelopes.....			7,194	5,247
ll other.....			183,790	159,211
affin and paraffin wax..... lbs.	497,734	3,407,860	30,303	124,689
fumery.....			17,832	42,005
ıonographs, graphophones, gramophones, and records, and materials for:				
honographs, graphophones, etc..... No.	168	282	8,002	5,569
ecords and materials for.....			8,065	3,077
otographic goods:				
lotion-picture films (exposed)..... lin. ft.	73,800	623,105	5,611	37,056
ll other sensitized goods.....			4,436	6,219
ll other.....			6,490	6,279
ated ware.....			2,126	2,492
icksilver..... lbs.	93,625	85,000	99,861	107,510
ofing felt and similar materials.....			6,908	4,347
aweed.....			23,317	
oe findings.....			2,275	7,514
k, manufactures of.....			1,968	8,257
ap:				
Toilet.....			12,275	36,739
All other..... lbs.	444,427	214,604	23,583	11,921
pirits, wines, malt liquors, and other beverages:				
Malt liquors—In bottles..... doz. qts.	3,833	5,846	5,553	8,714
Spirits, distilled..... pf. galls.	512	314	1,221	283
Wines..... galls.	16,823	145,427	6,677	72,215
Other beverages.....			1,010	536
tarch..... lbs.	29,146	109,632	1,862	6,505
urgical appliances, not including instruments.....			3,001	2,438
uspenders and garters.....				6,926
obacco:				
Unmanufactured—Leaf..... lbs.	3,324,572	5,277,665	706,995	1,957,776
Manufactures of—				
Cigarettes..... M.	109,275	221,996	195,258	397,526
Plug..... lbs.	9,132	5,860	2,414	1,178
Smoking..... lbs.	17,740	556	10,558	361
All other.....			25	1,966
Toys.....			2,077	4,598
Wax: manufactures of.....			5	22,262
Vegetables:				
Beans and dried peas..... bush.	1,152	726	7,004	4,967
Pickles and sauces.....			3,442	24,473
Canned.....			12,833	17,150
All other.....			1,735	529

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	19
ASIA—Continued.				
HONGKONG—continued.				
Wood:				
Logs and other round timber.....M ft..	44	41	$2,110	
Lumber—				
Boards, planks, and scantlings—				
Fir.....M ft..	1,478	202	19,615	
All other.....M ft..	10	.....	300	.....
Shook—				
Box.....	.....	.....	650	1
All other.....No..	.....	979	.....	
Staves.....No..	.....	50,000	.....	
All other.....	.....	.....	300	
Furniture.....	.....	.....	4,429	
All other manufactures of.....	.....	.....	4,947	
Wool, and manufactures of.....	.....	.....	28,980	
Zinc:				
Rolled in sheets.....lbs..	17,243	118,474	3,182	
All other manufactures of.....	.....	.....	2	
All other articles.....	.....	.....	37,800	
Total domestic exports.....	.....	.....	14,147,157	20,1
Total foreign exports.....	.....	.....	77,118	
Total exports.....	.....	.....	14,224,275	20,2
JAPAN.				
Abrasives:				
Wheels, emery and other.....	.....	.....	81,284	1
All other.....	.....	.....	78,037	
Agricultural implements, and parts of:				
Mowers and reapers.....	.....	.....	8,135	
Plows and cultivators.....	.....	.....	8,723	
All other and parts of.....	.....	.....	4,883	
Aluminum, manufactures of.....	.....	.....	1,864,238	5
Animals (including fowls).....	.....	.....	4,795	
Asbestos, and manufactures of.....	.....	.....	70,644	1
Asphaltum:				
Unmanufactured.....tons..	364	222	8,697	
Manufactures of.....	.....	.....	20,378	
Athletic and sporting goods.....	.....	.....	7,074	
Bark for tanning.....tons..	1,797	70	46,449	
Blacking (including shoe paste, etc.).....	.....	.....	5,811	
Bones, hoofs, and horns, unmanufactured.....	.....	.....	23,169	3
Bone, manufactures of.....	.....	.....	7,586	.....
Brass, manufactures of.....	.....	.....	121,890	2
Breadstuffs:				
Barley.....bush..	17	4,171	12	
Bread and biscuit.....lbs..	28,913	31,347	2,809	
Corn meal and corn flour.....bbls..	181	1,013	1,142	
Mill feed.....tons..	.....	810	.....	
Oat meal and rolled oats.....lbs..	73,191	145,905	4,899	
Preparations of, for table food.....	.....	.....	56,397	
Wheat flour.....bbls..	4,083	69	35,652	
All other breadstuffs.....	.....	.....	2,074	
Bronze, manufactures of.....	.....	.....	16,817	
Buttons, and parts of.....	.....	.....	7,021	
Cars, automobiles, and other vehicles:				
Aeroplanes, and parts of.....	.....	.....	57,920	
Automobiles, and parts of—				
Commercial.....No..	70	279	59,198	3
Passenger.....No..	652	2,139	481,748	2,0
Parts of (not including engines and tires).....	.....	.....	116,130	3
Cars for steam railways.....	.....	.....	15,115	.....
Cars for other railways.....	.....	.....	2,150	
Bicycles, tricycles, etc.....	.....	.....	63,889	1
Motorcycles.....No..	122	384	25,716	
Wheelbarrows, pushcarts, etc.....	.....	.....	28,100	
All other.....	.....	.....	40,234	5
Celluloid, and manufactures of.....	.....	.....	17,989	
Chemicals, drugs, dyes, and medicines:				
Acids.....	.....	.....	1,562,269	2,4
Alcohol, wood.....galls..	26,492	11,238	10,597	
Baking powder.....lbs..	17,242	20,492	5,739	
Bark, extracts of, for tanning.....	.....	.....	46,233	
Coal-tar distillates.....	.....	.....	.....	4
Dyes and dyestuffs.....	.....	.....	510,606	3,2
Formaldehyde.....	.....	.....	.....	

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
ASIA—Continued.				
JAPAN—continued.				
ɔals, etc.—Continued.				
erin.....lbs..		80,917		$48,804
ıts' food.....				78,256
ɔ, acetate of.....lbs..		1,426,980		93,842
icinal and parmaceutical preparations.....			$88,433	118,535
oleum jelly.....			13,263	27,068
ash.....				90,783
ts, herbs, and barks, n. e. s.....			64,086	96,286
a, salts, and preparations of.....			2,601,118	6,298,141
other.....			1,910,539	1,904,815
ing gum.....			12,644	3,124
, fire clay.....tons..	102	454	1,731	8,771
s and watches, and parts of.....			32,742	48,987
and chocolate, prepared, etc.....			28,266	119,503
s:				
ɔen or raw.....lbs..	323,061	201,311	50,792	28,767
asted or prepared.....lbs..	5,617	9,930	1,520	2,591
ɔctionery.....			12,747	17,341
ɔer:				
gs, ingots, bars, etc.....lbs..	53,106	81,125	16,778	33,212
ire.....lbs..	6,226	15,643	2,691	5,823
l other manufactures of.....			4,345	6,721
, manufactures of.....			479	36,773
on:				
nmanufactured.....lbs..	265,445,968	291,772,827	48,303,278	86,904,940
anufactures of—				
Cloths—				
Unbleached.....yds..	297,558	45,454	71,931	12,165
Bleached.....yds..	455,522	74,066	67,438	23,202
Colored—				
Printed.....yds..	191,969	100,536	16,919	16,207
Dyed in the piece.....yds..	28,203	221,520	3,248	34,245
All other.....yds..	483,143	80,512	57,270	20,906
Rags (except paper stock).....lbs..	101,711	997,819	4,427	60,613
Wearing apparel—				
Knit goods.....			43,262	101,837
All other.....			76,576	13,544
Yarn.....			5,335	.....
All other.....			116,700	201,705
ental goods.....			79,930	78,603
arthern, stone, and china ware:				
Bricks, fire.....M..	314	131	30,744	11,385
Earthen and stone ware.....			7,330	3,399
Sanitary earthenware.....			1,555	6,642
Tiles (except drain).....			2,318	32,318
All other.....			19,945	36,848
lectrical machinery, appliances, etc.:				
Batteries (electric).....			7,816	15,585
Carbons.....				124,731
Dynamos (electric).....			245,164	367,103
Fans.....No..	574	1,570	8,015	30,144
Heating and cooking apparatus.....				8,053
Insulated wire and cables.....			23,661	11,584
Interior wiring supplies, etc.....			27,571	7,455
Magnetos, spark plugs, etc.....				26,811
Meters and other measuring instruments (electric)			48,054	345,328
Motors (electric).....			195,188	469,242
Rheostats and controllers.....				10,962
Switches and accessories.....				264,347
Telegraph instruments.....			26,331	40,629
Telephones.....			148,383	186,793
Transformers (electric).....			10,885	150,551
All other.....			1,023,505	1,297,962
Explosives:				
Cartridges, loaded.....			22,076	2,208
Dynamite.....lbs..	917,500	1,200,000	245,646	381,342
Gunpowder.....lbs..	725,300	200	290,015	92
All other.....			62,103	12,480
Fibers, vegetable, manufactures of:				
Twine, binder.....lbs..	76,800		11,000	.....
All other manufactures of.....			119,629	97,162
Fire extinguishers.....			1,885	9,772
Fish, and fish products.....			5,449	17,977
Flavoring extracts.....			2,359	9,306

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	
ASIA—Continued.				
JAPAN—continued.				
Fruits and nuts:				
Fruits—				
Apricots, dried.....lbs..		138,067		
Prunes.....lbs..	64,095	62,349	$6,309	
Raisins, and other dried grapes.....lbs..	496,135	518,557	53,068	
All other, green, ripe, or dried.....			14,883	
Prepared or preserved—				
Canned.....			13,911	
All other.....			2,829	
Nuts.....			2,179	
Furniture of metal.....			6,802	
Furs and fur skins:				
Raw or unmanufactured.....			20,602	
Dressed, and manufactures of.....			10,526	
Glass and glassware:				
Cylinder, crown, and common window glass .....box, 50 sq. ft..	48,900	6,742	225,138	
Plate glass.....sq. ft..	788,760	828,519	305,134	
All other.....			92,742	
Glucose and grape sugar.....lbs..	482,760	120	19,498	
Glue.....lbs..	131,660	314,134	18,910	
Gold and silver, manufactures of, including jewelry:				
Gold and silver, manufactures of.....			52,207	
Jewelry.....			8,962	
Grease:				
Lubricating.....			100,872	
Soap stock, and other.....			22,042	
Hair, animal.....			4,059	
Hides and skins (except fur skins) raw or uncured:				
Cattle.....lbs..	1,350,123	344,143	315,448	
All other.....lbs..	29,371	239,689	13,197	
Hops.....lbs..	286,168	472,213	43,222	
Household and personal effects.....			39,743	
India rubber, manufactures of:				
Scrap and old.....lbs..	223,173		17,127	
Reclaimed.....lbs..	39,244	20,250	7,332	
Belting and hose.....			158,358	
Boots and shoes—				
Boots.....pairs..	985	6,614	3,120	
Shoes.....pairs..	38,388	37,978	26,215	
Tires, for automobiles and other vehicles.....			37,473	
All other manufactures of.....			139,239	
Ink:				
Printer's.....			18,096	
All other.....			18,588	
Instruments and apparatus for scientific purposes:				
Medical and surgical instruments.....			16,536	
Optical instruments.....			14,501	
All other.....			162,351	
Iron and steel:				
Pig iron.....tons..	8,478	28,368	286,426	1
Scrap and old, etc.....tons..	15,763	6,090	307,283	
Bar iron.....lbs..	21,059,595	21,223,690	690,872	1
Bars or rods of steel—				
Wire rods.....lbs..	17,231,842	65,532,922	778,793	3
All other.....lbs..	288,385,127	475,317,447	8,864,174	25
Billets, ingots, and blooms of steel.....tons..	303	2,587	19,880	
Bolts, nuts, rivets, and washers.....lbs..	800,993	7,864,610	50,380	
Car wheels and axles.....			6,073	1
Castings, n. e. s.....			70,461	
Chains.....				
Cutlery—				
Razors.....			5,380	
All other.....			10,501	
Enamelware.....			1,123	
Firearms.....			11,601	
Forgings, n. e. s.....				
Hardware, builders'—				
Locks.....			16,822	
Hinges and other.....			128,939	
Other hardware.....				
Hoop, band and scroll iron, etc.).....lbs..	6,154,164	12,573,874	244,485	
Machinery, machines, and parts of—				
Adding and calculating machines.....No..	74	71	11,723	
Air-compressing machinery.....			131,760	
Brewers' machinery.....			3,758	

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
ASIA—Continued.				
JAPAN—continued.				
ıd steel—Continued.				
nınery, machines, and parts of—Continued.				
sh registers.....No..	200	260	$20,299	$32,054
ncrete mixers.....	.....	.....	.....	139,321
eam separators.....No..	52	149	3,011	9,995
levators and elevator machinery.....	.....	.....	77,919	86,494
ngines and parts of—				
Electric locomotives.....No..	.....	4	.....	17,946
Internal-combustion engines—				
Gas, stationary.....No..	127	183	23,078	61,035
Gasoline—				
Marine.....No..	54	154	10,962	33,243
Stationary.....No..	21	107	19,332	27,376
Traction and caterpillar.....No..	14	5	20,332	15,016
Steam engines—				
Locomotives.....No..	21	18	130,701	252,642
Stationary.....No..	10	61	36,861	36,651
All other.....No..	39	34	72,028	142,124
Parts of.....	.....	.....	315,655	2,268,124
Laundry machinery.....	.....	.....	3,768	15,540
Lawn mowers.....	.....	.....	1,211	2,011
Metal-working machinery.....	.....	.....	1,092,317	2,525,276
Meters, gas and water.....	.....	.....	5,715	4,189
Milling machinery (flour and grist).....	.....	.....	250,881	159,363
Mining machinery—				
Oil-well machinery.....	.....	.....	56,838	126,140
All other.....	.....	.....	215,084	272,475
Paper and pulp-mill machinery.....	.....	.....	130,538	455,719
Printing presses.....	.....	.....	10,908	81,482
Pumps and pumping machinery.....	.....	.....	85,717	216,580
Refrigerating machinery, etc.....	.....	.....	33,861	104,820
Road-making machinery.....	.....	.....	.....	13,920
Sewing machines.....	.....	.....	353,883	754,700
Sugar-mill machinery.....	.....	.....	215,741	285,594
Textile machinery.....	.....	.....	112,461	1,529,331
Typesetting machines—Linotype, etc.....	.....	.....	9,846	387
Typewriting machines.....	.....	.....	85,919	166,588
Woodworking machinery—				
Sawmill machinery.....	.....	.....	5,509	202,114
All other.....	.....	.....	54,341	84,250
All other.....	.....	.....	1,790,069	3,615,963
Nails and wood screws—				
Cut nails.....lbs..	.....	20,908	.....	2,659
Wire nails.....lbs..	35,541,314	36,381,442	1,241,883	1,935,109
Wood screws.....	.....	.....	.....	360,414
All other (including tacks).....lbs..	563,777	750,988	56,017	85,014
Needles.....	.....	.....	.....	12,541
Pipes and fittings—				
Cast.....lbs..	7,100,190	24,905,861	219,211	1,141,897
Wrought.....lbs..	31,292,260	46,921,198	1,431,585	3,396,619
Radiators and cast-iron house-heating boilers..lbs..	1,907,779	1,486,583	104,882	139,457
Railway track material—				
Railroad spikes.....lbs..	608,989	2,491,308	25,583	123,648
Rails of steel.....tons..	28,214	106,940	1,347,004	6,653,272
Switches, frogs, etc..	.....	.....	129,120	408,576
Safes.....No..	3	45	244	6,557
Scales and balances.....	.....	.....	7,507	7,969
Sheets and plates—				
Galvanized iron and steel sheets.....lbs..	8,982,162	5,771,563	463,810	519,089
Iron sheets and plates.....lbs..	8,887,223	17,465,171	360,804	1,441,504
Steel plates.....lbs..	392,600,700	359,416,978	15,396,284	30,356,176
Steel sheets.....lbs..	44,651,743	115,276,790	1,893,600	10,045,768
Ship and tank plates, punched and shaped...lbs..	.....	37,921,710	.....	2,547,541
Stoves and ranges, and parts of.....	.....	.....	20,687	109,029
Structural iron and steel.....tons..	31,350	42,562	1,996,482	5,801,081
Tinplates, and manufactures of—				
Tin plates, terneplates, and taggers' tin.....lbs..	46,430,277	80,687,859	2,742,426	10,478,686
All other manufactures of.....	.....	.....	133,407	84,531
Tools, n. e. s.—				
Axes.....No..	732	9,840	451	10,108
Augers, bits, and drills.....	.....	.....	.....	232,058
Files and rasps.....	.....	.....	.....	51,216
Hammers and hatchets.....	.....	.....	12,123	44,819
Saws.....	.....	.....	115,463	262,503
Shovels and spades.....	.....	.....	160	2,159
All other.....	.....	.....	400,016	310,479

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Exports of merchandise, years ending June 30, 1917 and 1918—Continue

Countries and articles.	Quantities.		Valu
	1917	1918	1917
ASIA—Continued.			
JAPAN—continued.			
Iron and steel—Continued.			
Wire, and manufactures of—			
Barbed wire.....lbs..	16,094,555	338,127	$610,075
All other wire.....lbs..	47,787,120	53,817,137	2,171,832
Manufactures of—			
Wire ropes and cables.....	.....	.....	.....
Woven-wire fencing.....	.....	.....	6,426
All other.....	.....	.....	390,324
All other manufactures of iron and steel.....	.....	.....	1,208,178
Lamps, chandeliers, etc. (except electric).....	.....	.....	15,075
Lead:			
Pigs, bars, etc.—			
From domestic ore.....lbs..	7,194,619	4,989,275	533,921
From foreign ore.....lbs..	2,240,000	2,912,027	163,723
Manufactures of.....	.....	.....	15,429
Leather:			
Belting.....	.....	.....	60,415
Carriage, automobile, and upholstery.....	.....	.....	1,080
Patent.....	.....	.....	70,486
Sole.....lbs..	4,356,927	780,779	1,934,434
Upper—			
Calf and kip.....sq. ft..	92,515	96,098	39,930
Goat and kid.....sq. ft..	2,475,939	1,425,505	1,238,078
Grain and split.....sq. ft..	.....	26,358	.....
All other upper.....	.....	.....	45,949
All other leather.....	.....	.....	503,574
Manufactures of—			
Boots and shoes—			
Children's.....pairs..	19,461	15,693	34,422
Men's.....pairs..	120,798	134,269	454,328
Women's.....pairs..	31,626	30,337	89,635
All other.....	.....	.....	87,257
Leather, imitation.....	.....	.....	1,381
Malt.....bush..	480,980	222,534	615,226
Meat and dairy products:			
Meat products—			
Beef products—			
Tallow.....lbs..	548,959	12	60,165
All other beef products.....	.....	.....	3,530
Hog products.....	.....	.....	6,144
Lard compounds and substitutes for lard..lbs..	411,494	4,336	63,006
Stearin from animal fats.....lbs..	497,914	51,250	69,311
All other meat products.....	.....	.....	9,355
Dairy products—			
Cheese.....lbs..	38,101	78,050	9,361
Milk, condensed.....lbs..	4,221,372	6,192,196	472,271
All other.....	.....	.....	1,106
Metal polish.....	.....	.....	24,182
Metals, metal compositions, n. e. s.:			
Babbit metal.....lbs..	117,519	148,187	20,368
Ferrovanadium.....lbs..	17,954	12,688	22,657
Nickel silver.....	.....	.....	18,116
All other.....	.....	.....	.....
Mica, and manufactures of.....	.....	.....	31,010
Musical instruments:			
Player pianos and other pianos.....No..	35	123	6,265
All other, and parts of.....	.....	.....	19,360
Naval stores:			
Rosin.....bbls..	56,483	103,081	412,931
Tar, turpentine, and pitch.....bbls..	22	50	335
Turpentine, spirits of.....galls..	8,370	88,485	4,766
Nickel:			
Nickel oxide and matte.....lbs..	287,944	886,337	130,980
Manufactures of.....	.....	.....	28,073
Notions, n. e. s.....	.....	.....	6,231
Nursery stock.....	.....	.....	2,717
Oilcloth and linoleum: For floors.....sq. yds..	665	79,747	223
Oils:			
Mineral—refined, or manufactured—			
Illuminating oil.....galls..	32,936,042	16,442,427	1,812,380
Lubricating oil.....galls..	4,054,057	6,381,844	758,365
Naphthas, etc.—			
Gasoline.....galls..	474,450	225,400	115,270
All other.....galls..	.....	110	.....

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
ASIA—Continued.				
JAPAN—continued.				
Continued				
Table—				
Seed or expressed—				
Cottonseed oil.....lbs.	101,963	32,492	$16,696	$7,427
All other			67,598	54,143
Volatile or essential			58,673	52,227
Other			65	139
Paints, pigments, colors, and varnishes:				
Colors—				
Lampblack			3,843	136,686
All other			86,714	159,135
Ready-mixed paint.....galls.	22,589	24,072	34,620	36,343
Varnish.....galls.	85,090	52,965	103,913	71,705
Zinc, oxide of.....lbs.	41,900	21,370	3,656	3,238
All other paints, etc. (including crayons)			93,146	89,338
Paper stock: Rags and other (except wood pulp)				
.....lbs.	237,243	540,689	13,604	6,757
Paper:				
Books, maps, engravings, etchings, photographs, etc.			166,399	175,388
Carbon paper			22,083	30,402
Paper board (strawboard, etc.)			49,105	210,918
Paper hangings			8,637	3,416
Playing cards			2,275	14,087
Printing paper—				
News print.....lbs.	359,331	3,603,387	12,504	189,336
All other.....lbs.	2,899,900	9,751,534	208,087	816,946
Tissue and toilet paper			(a)	30,356
Wrapping paper.....lbs.	1,640,940	6,089,162	108,481	575,143
Writing paper and envelopes			34,488	57,543
All other			102,962	248,675
Paraffin and paraffin wax.....lbs.	14,040,929	6,730,491	648,220	394,649
Pencils (except slate) and pencil leads			22,492	33,396
Pens			4,347	6,746
Perfumeries, cosmetics, and other toilet articles			23,961	38,659
Phonographs, graphophones, and gramophones, and records and materials for:				
Phonographs, graphophones, and gramophones .....No.	182	340	6,254	13,936
Records and materials for			11,448	11,419
Photographic goods:				
Cameras			18,784	43,836
Motion-picture films—				
Not exposed.....lin. ft.	2,188,947	2,076,789	65,792	62,974
Exposed.....lin. ft.	2,377,549	1,928,759	115,967	81,230
Other sensitized goods			123,393	293,327
All other goods and apparatus			61,168	60,817
Plaster—Builders' and common			11,056	5,723
Plated ware (except cutlery and jewelry)			8,243	6,887
Plates and cuts			509	2,524
Platinum: Manufactures of			1,700	394
Plumbago or graphite:				
Unmanufactured.....lbs.	148,347	356,733	10,437	26,956
Manufactures of			12,543	26,287
Quicksilver.....lbs.	327,550	34,400	334,437	43,312
Refrigerators			21,742	27,238
Roofing felt, and similar materials			65,795	208,965
Salt.....lbs.	300,260	2,670,774	1,252	18,411
Sand and gravel			2,862	7,414
Seeds			4,835	4,367
Shoe findings			3,973	48,547
Silk, manufactures of			11,969	16,016
Silk, artificial, manufactures of			17,075	526
Soap:				
Toilet or fancy			22,442	12,030
All other.....lbs.	112,608	27,833	7,265	2,592
Spirits, wines, malt liquors, and other beverages:				
Alcohol (except wood).....pf. galls.	50	80	100	207
Rum.....pf. galls.	11,738	16,632	5,877	24,930
Spirits, distilled, all other.....pf. galls.	6,248	11,513	5,932	31,465
Wines.....galls.	519,563	647,319	143,161	243,716
All other beverages			5,714	9,318
Starch.....lbs.	443,596	130,786	15,786	8,776

a Included in "All other paper" prior to 1918.

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Value	
	1917	1918	1917	
ASIA—Continued.				
JAPAN—continued.				
Stearin, vegetable ..... lbs..	56,000	179,336	$6,930	
Stone, and manufactures of	.....	.....	6,143	
Sugar and molasses	.....	.....	12,802	
Surgical appliances (not including instruments)	.....	.....	23,702	
Suspenders and garters	.....	.....	.....	
Tobacco:				
Unmanufactured—Leaf ..... lbs..	3,449,974	2,346,479	687,681	
Manufactures of—				
Plug ..... lbs..	37,317	5,010	10,672	
All other	.....	.....	2,453	
Toys	.....	.....	19,122	
Typewriter ribbons	.....	.....	6,564	
Vegetables:				
Pickles and sauces	.....	.....	7,256	
Vegetables, canned	.....	.....	18,903	
All other	.....	.....	1,754	
Vulcanized fiber, and manufactures of	.....	.....	39,766	
Wall boards (substitute for plaster)	.....	.....	.....	
Wax:				
Beeswax ..... lbs..	97,367	4,273	35,173	
Manufactures of	.....	.....	34,247	
Wood:				
Logs and other round timber ..... M ft..	227	23	6,627	
Timber, sawed ..... M ft..	1,058	.....	18,826	
Lumber—				
Boards, planks, and scantling—				
Fir ..... M ft..	20,002	29,044	365,294	
All other ..... M ft..	169	199	7,265	
Shooks—				
Box	.....	.....	7,543	
All other ..... No..	47,855	20,103	103,148	
All other	.....	.....	29,931	
Furniture	.....	.....	4,234	
Staves ..... No..	5,100	228,223	2,500	
Wood pulp ..... tons..	1,069	3,908	53,804	
All other manufactures of	.....	.....	201,572	
Wool, manufactures of:				
Wearing apparel	.....	.....	14,414	
Woolen rags ..... lbs..	436,105	677,280	35,617	
All other	.....	.....	253,340	
Zinc:				
Plates and sheets ..... lbs..	1,684,216	2,747,674	309,008	
All other manufactures of	.....	.....	226	
All other articles	.....	.....	379,640	1,65
Total domestic exports	.....	.....	128,910,610	264,9
Total foreign exports	.....	.....	1,516,451	2,6
Total exports	.....	.....	130,427,061	267,6
PERSIA.				
Cars, automobiles, and other vehicles	.....	.....	213	
Chemicals, drugs, dyes, and medicines: Soda, salts, and preparations of	.....	.....	2,059	
Fish: Salmon—Canned ..... lbs..	9,600	.....	800	
Fruits: Prepared or preserved	.....	.....	50	
Grease	.....	.....	.....	
India rubber, manufactures of: Belting, hose, and packing	.....	.....	1,875	
Iron and steel:				
Bars or rods of steel ..... lbs..	21,110	.....	450	
Machinery, machines, and parts of—				
Mining machinery—Oil-well machinery	.....	.....	447	
All other machinery, and parts of	.....	.....	1,476	
Pipes and fittings—				
Cast ..... lbs..	104,978	152,085	3,045	
Wrought ..... lbs..	10,293,137	660,880	363,914	
Rails for railways, of steel ..... tons..	499	.....	24,529	
Tin plates, terneplates, and taggers' tin ..... lbs..	146,543	.....	5,190	
All other manufactures of iron and steel	.....	.....	2,018	
Leather:				
Upper—Kid ..... sq. ft..	18,124	.....	8,881	
All other leather	.....	.....	.....	
Manufactures of—				
Boots and shoes ..... pairs..	329	1,883	1,233	
All other	.....	.....	227	

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
ASIA—Continued.				
PERSIA—continued.				
Notions				$13,800
Oil—Lubricating.....galls.		11,000		4,510
Wool, and manufactures of			$2,783	
All other articles			340	12,003
Total domestic exports			419,530	119,714
RUSSIA IN ASIA.				
Abrasives:				
Wheels, emery, and other			50,781	
All other			15,900	71
Agricultural implements, and parts of:				
Hay rakes and tedders			65,370	950
Mowers and reapers			616,849	6,513
Planters and seeders			17,442	493
Plows and cultivators			128,958	1,407
Thrashers			2,353	
All other, and parts of			243,131	7,971
Aluminum, and manufactures of			138,239	50,474
Brass, and manufactures of			23,591	162
Breadstuffs:				
Bread and biscuit.....lbs.	17,112	31,014	1,604	4,122
Oatmeal and rolled oats.....lbs.	470	138,980	20	15,839
All other breadstuffs			3,931	943
Brushes			6,028	5
Buttons, and parts of			5,697	
Cars, automobiles, and other vehicles:				
Aeroplanes—Parts of			237,742	
Automobiles—				
Commercial.....No.	515		1,662,144	
Passenger.....No.	1,072	5	1,324,060	8,425
Parts of (not including engines and tires)			146,083	25,512
Cars, passenger and freight, and parts of—				
For steam railways—Other than passenger			2,575,909	
For other railways			164	
Motorcycles.....No.	21		5,380	
All other, and parts of			176,604	2,821,661
Chemicals, drugs, dyes, and medicines:				
Acids			2,620,758	
Dyes and dyestuffs			259,454	48,395
Soda, salts, and preparations of			60,116	12,901
All other			486,299	1,370
Cocoa and chocolate, prepared or manufactured (not including confectionery)			70,238	1,455
Coffee.....lbs.	63,295	2,298	12,352	621
Confectionery			706	1,532
Copper:				
Refined copper in ingots, bars, rods, or other forms.....lbs.	3,482,138	10,000	910,787	5,600
All other manufactures of			461	125
Cotton:				
Unmanufactured—				
Upland and other.....lbs.	51,146,418		8,207,662	
Linters.....lbs.	1,868,601		67,470	
Manufactures of—				
Cloths—				
Unbleached.....yds.	219,570	27,549	118,547	6,994
Bleached.....yds.	1,607	5,215	198	1,159
Colored.....yds.	79,564	67,442	16,589	15,696
Mill waste.....lbs.	1,575		105	
Wearing apparel—				
Knit goods			35,445	3,380
All other			17,914	14,645
All other			47,437	4,269
Dental goods			48,241	
Electrical machinery, appliances, and instruments:				
Dynamos or generators			66,163	
Insulated wire and cables			4,270	
Interior wiring supplies, etc., including fixtures			25,202	
Lamps—Incandescent.....No.	23,681	288	3,869	180
Magnetos, spark plugs, etc				27,244
Meters, and other measuring instruments			10,338	

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued

Countries and articles.	Quantities.		Value	
	1917	1918	1917	
ASIA—Continued.				
RUSSIA IN ASIA—continued.				
Electrical machinery, appliances, and instruments—Continued.				
Motors			$298,567	
Telephones			9,351	
Transformers			34,912	
All other			390,642	
Explosives:				
Cartridges, loaded			2,905,253	
Dynamite.....lbs.	688,800		193,347	
Fuses				
Gunpowder.....lbs.	15,169,072	1,099	12,471,779	
Shells and projectiles, loaded				
All other			54,977,676	
Fibers, vegetable, manufactures of:				
Twine—Binder.....lbs.	15,446,714	100,000	1,833,653	
All other manufactures of			5,061	
Fruits and nuts:				
Fruits—				
Apples, dried.....lbs.	85,125	286	6,261	
Apricots, dried.....lbs.	49,225		6,073	
Lemons.....boxes.	656	100	3,585	
Peaches, dried.....lbs.	73,825		5,017	
Prunes.....lbs.	266,775	150	18,235	
All other, green, ripe, or dried			11,342	
Prepared or preserved and canned			3,270	
Nuts			1,160	
Furs and fur skins:				
Raw or unmanufactured			30,800	
Dressed, and manufactures of			106,200	
Grease—Soap stock and other			67,933	
Household and personal effects			18,933	
India rubber, manufactures of:				
Belting, hose, and packing			8,017	
Boots and shoes.....pairs.	1,832	2	11,997	
Tires			16,548	
All other manufactures of			38,208	
Instruments and apparatus for scientific purposes:				
Optical instruments			1,450	
All other			11,131	
Iron and steel:				
Pig iron.....tons.	155		15,876	
Bar iron.....lbs.	1,543		86	
Bars or rods, of steel.....lbs.	2,979,883	279,856	86,727	
Billets, ingots, and blooms of steel.....tons.	9	70	645	
Bolts, nuts, rivets, and washers.....lbs.	1,163,033	1,180,715	59,289	
Car wheels and axles			996,027	
Cutlery			2,702	
Firearms			905,595	
Forgings, n. e. s.				
Hardware, builder's			41,498	
Other hardware				
Hoop, band, and scroll.....lbs.	936,359		40,143	
Machinery, machines, and parts of—				
Air-compressing machinery			142,305	
Elevators and elevating machinery			20,257	
Engines, and parts of—				
Internal combustion engines—				
Gas (stationary).....No.	5	15	537	
Gasoline—				
Marine.....No.	2		352	
Stationary.....No.	25	6	93,433	
Traction and caterpillar.....No.	113		305,192	
Steam engines—				
Locomotives.....No.	18	145	316,978	
Marine.....No.	1		6,241	
Stationary.....No.	11	2	252,235	
Traction and caterpillar.....No.	2		4,267	
All other engines.....No.	21		85,860	
Parts of			411,407	
Excavating machinery				
Laundry machinery			5,945	
Metal-working machinery (including metal-working machine tools)			2,740,874	
Milling machinery—Flour and grist			83,000	
Mining machinery—				
Oil-well machinery			69,500	
All other			149,825	

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
ASIA—Continued.				
RUSSIA IN ASIA—continued.				
d steel—Continued.				
inery, machines, and parts of—Continued.				
mps and pumping machinery			$68,530	$10,425
ving machines			1,035	44
xtile machinery			21,499	
pewriting machines			17,783	200
odworking machinery—				
Sawmill machinery			8,166	
All other			34,171	5,784
l other machinery, and parts of			1,153,265	62,380
s and wood screws—				
ire.....lbs.	1,683,189	480,156	63,265	22,119
A other (including tacks).....lbs.	185,316	37,345	15,137	4,609
ss and fittings.....lbs.	165,216	292,519	8,069	26,085
iators, and cast-iron house-heating boilers.lbs.	174,991		5,291	
road spikes.....lbs.	7,919,605	1,269,534	285,640	36,114
ls for railways, of steel.....tons.	40,620	16,263	1,858,435	742,090
lway track material, such as switches, frogs,				
shplates, etc. (except rails and spikes)			882,356	50,617
ss.....No.	180		10,000	
ets and plates—				
alvanized.....lbs.	177,552		7,560	
ron.....lbs.	591,455	10,627	23,194	1,087
teel.....lbs.	6,336,916	225,417	240,032	17,001
uctural iron and steel.....tons.	104	1,189	5,301	123,874
n plates and manufactures of—				
Tin plates, terneplates, and taggers tin.....lbs.	4,180,157		259,154	
All other manufactures of			1,099	82
ols, n. e. s.—				
Augers, bits and drills				2,559
Files and rasps				11,082
Hammers and hatchets			7,350	479
Saws			38,544	746
Shovels and spades			47,621	452
All other tools			599,196	6,664
ire, and manufactures of—				
Wire—				
Barbed.....lbs.	106,811,579		3,585,674	
All other.....lbs.	13,853,157	992,532	557,488	57,106
Manufacctures of—				
Wire ropes and cables				35,294
All other			278,537	20,496
ll other manufacturers of iron and steel			542,502	76,276
nps (except electric)			1,391	1,951
ad:				
gs, bars, etc.—				
Produced from domestic ore.....lbs.	13,135,076	224,233	941,801	18,502
Produced from foreign ore.....lbs.	1,992,000		142,098	
Manufactures of			498	449
ather:				
Belting			108,863	1,884
Patent			40,901	
Sole.....lbs.	7,189,494	254,865	2,880,918	154,507
Upper—				
Calf.....sq. ft.	163,368	24,313	84,960	12,035
Kid.....sq. ft.	3,574,835	40,534	2,072,640	20,227
All other			141,134	
All other leather			227,370	1,007
Manufactures of—				
Boots and shoes—				
Children's.....pairs.	32,669	22,561	67,898	56,374
Men's.....pairs.	101,376	13,051	348,258	43,422
Women's.....pairs.	98,838	6,630	275,183	23,310
Harness and saddles			877,139	15
All other			2,367	104
eat and diary products:				
Meat products—				
Tallow.....lbs.	4,058,815		417,293	
Lard compounds and other substitutes for lard.....lbs.	223,980	600	29,705	149
All other			3,127	977
Dairy products—				
Milk—Condensed.....lbs.	734,880	19,062	50,759	2,373
All other.....lbs.	339	634	129	286

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued

Countries and articles.	Quantities.		Value
	1917	1918	1917
ASIA—Continued.			
RUSSIA IN ASIA—continued.			
Naval stores:			
Rosin.....bbls.	48,647	3,649	$366,387
Turpentine, spirits of.....galls.	275		187
Oils			125,727
Paints, pigments, colors, and varnishes:			
Dry colors			66,059
Ready-mixed paints.....galls.	3,572		4,487
White lead.....lbs.	347,763	23,134	31,807
Zinc, oxide of.....lbs.	289,804		27,659
All other (including crayons)			12,904
Paper:			
Writing paper and envelopes			5,762
All other			11,997
Paraffin and paraffin wax.....lbs.	2,298,769		133,409
Pencils (except slate) and pencil leads			7,955
Phonographs, graphophones, gramophones, and records and materials for			16,831
Photographic goods: Motion picture films exposed.....linear feet.	1,546	150,000	106
Plumbago or graphite			2,066
Roofing felt and similar materials			15,556
Seeds			6,640
Shoe findings			5,579
Soap			22,638
Sugar and molasses			5,999
Tobacco, manufactures of:			
Cigarettes.....M.	5,070	152	7,082
Plug.....lbs.	21,428	27,946	4,813
All other			1,369
Typewriter ribbons			4,199
Wax, and manufactures of			14,206
Wood, manufactures of			19,849
Wool, manufactures of:			
Wearing apparel			8,289
All other			727,848
Zinc:			
Spelter, cast in pigs, plates, slabs, etc.—			
Produced from domestic ore.....lbs.	17,349,963		2,958,200
Produced from foreign ore.....lbs.	4,361,557		227,472
Zinc, rolled in sheets, strips, boiler plates, etc..lbs.	3,082,775		516,729
All other manufactures of			13
All other articles			51,092
Total domestic exports			125,712,702
Total foreign exports			4,493,636
Total exports			130,206,338
SIAM.			
Abrasives			883
Agricultural implements			6,209
Brass:			
Bars, plates, sheets, etc.....lbs.	3,273	40	1,200
All other manufactures of			180
Breadstuffs:			
Preparations of, for table food			2,330
All other breadstuffs			938
Brushes			1,132
Cars, automobiles, and other vehicles:			
Automobiles, and parts of—			
Commercial.....No.	8	6	6,700
Passenger.....No.	31	65	15,915
Parts of (not including engines, etc.)			9,734
Bicycles, tricycles, etc			1,156
Motorcycles.....No.	21	17	3,626
All other, and parts of			672
Chemicals, drugs, dyes, and medicines:			
Acids, sulphuric.....lbs.	24,009		1,324
Dyes and dyestuffs			3,899
Medicinal and pharmaceutical preparations			3,645
Soda, salts, and preparations of			522
All other			15,402
Clocks and watches:			
Clocks, and parts of			5,812
Watches, and parts of			2,529

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
ASIA—Continued.				
SIAM—continued.				
Confectionery			$880	$2,935
Copper:				
Plates and sheets.....lbs.	3,003		1,275	
Wire.....lbs.		600		280
All other manufactures of			4,323	2,513
Cotton, manufactures of: Cloths—				
Unbleached.....yds.	40,802		4,657	
Colored.....yds.	800	16,295	172	1,500
All other			7,474	4,921
Earthen, stone, and china ware			4,265	395
Electrical machinery, appliances, and instruments:				
Batteries			5,117	7,589
Fans.....No.	163	851	4,517	10,807
Heating and cooking apparatus				4,044
Insulated wire and cables			3,956	3,787
Interior wiring supplies, etc			2,477	3,918
Lamps—Incandescent, metal filament.....No.	8,349	270	1,212	60
Motors			4,244	2,931
Telephones			3,338	
Transformers				9,030
All other			18,000	57,658
Explosives:				
Gunpowder.....lbs.	11,200		10,080	
All other			357	3,635
Fish:				
Canned fish (except salmon and shellfish)			2,644	715
All other fish and fish products			1,011	1,773
Fruits and nuts:				
Fruits—Prepared or preserved—canned			2,334	1,687
All other fruits and nuts			1,374	4,114
Furniture of metal			1,359	2,601
Glass and glassware:				
Cylinder crown, and common window glass, ...box, 50 sq. ft.	300		1,347	
All other			8,929	1,781
Gold and silver, manufactures of (including jewelry)			2,390	
Household and personal effects			1,634	241
India rubber, manufactures of:				
Tires—				
For automobiles			8,547	16,179
All other			749	157
All other, manufactures of			1,835	956
Iron and steel:				
Bar iron.....lbs.	91,990	531,109	2,867	22,198
Bars or rods of steel.....lbs.	339,930	2,046,469	10,215	98,023
Billets, ingots, and blooms of steel.....tons.		75		8,400
Bolts, nuts, rivets, and washers.....lbs.	44,742	21,098	2,727	1,967
Castings, n. e. s				3,946
Cutlery—				
Razors			1,290	2,121
All other			3,423	4,286
Enamel ware			1,432	281
Hardware—Builders'—				
Locks			4,548	3,091
Hinges and other			10,510	6,739
Other hardware				3,037
Machinery, machines, and parts of—				
Engines and parts of—				
Internal-combustion engines—				
Gas—stationary.....No.	88	7	7,750	991
Gasoline—				
Marine.....No.	32	45	5,132	10,655
Stationary.....No.	26	9	2,229	1,595
All other engines.....No.	7	3	1,351	466
Parts of			9,435	75
Excavating machinery				18,999
Metal-working machinery			6,477	15,047
Mining machinery			34,148	
Printing presses			192	
Pumps and pumping machinery			1,191	679
Refrigerating machinery, etc				612
Sewing machines			11,296	2,621
Typewriting machines			16,346	11,545

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Value.	
	1917	1918	1917	
ASIA—Continued.				
SIAM—continued.				
Iron and steel—Continued.				
Machinery, machines, and parts of—Continued.				
Woodworking machinery—				
Sawmill			$1,92[illegible]	
All other			1,233	
All other machinery, and parts of			88,447	
Nails and wood screws—				
Wire nails...lbs.	1,173,583	1,176,910	44,375	
All other nails, including tacks...lbs.	3,338	3,136	289	
Wood screws				
Pipes and fittings...lbs.	47,739	21,000	1,789	
Railway track, material, etc			1,496	
Scales and balances			457	
Sheets and plates—				
Galvanized...lbs.	169,772	177,407	9,033	
Iron sheets and plates...lbs.		174,365		
Steel plates...lbs.	100,404	375,796	4,547	
Steel sheets...lbs.		166,688		
Structural iron and steel...tons.	25	19	1,319	
Tin plates, terneplates, and taggers tin...lbs.	296,806	55,137	18,086	
Tools, n. e. s.—				
Axes...No.	566	11,922	241	
Files and rasps				
Saws			11,786	
All other			25,876	
Wire, and manufactures of—				
Wire—				
Barbed...lbs.	2,026	161,894	66	
All other...lbs.	744,773	364,534	32,367	
Manufactures of			1,441	
All other manufactures of iron and steel			28,219	
Lamps, chandeliers, etc. (except electric)			8,286	
Leather:				
Belting			325	
Carriage, automobile, and upholstery			1,175	
All other leather			1,083	
Manufactures of—				
Boots and shoes—Men's...pairs.	1,668	249	4,179	
All other			1,540	
Meat and dairy products			2,741	
Metal, metal compositions, n. e. s.: Babbitt metal...lbs.	2,208	13,160	362	
Notions, n. e. s.			2,689	
Oilcloth and linoleum			1,700	
Oils:				
Mineral—Refined or manufactured—Lubricating and heavy paraffin...galls.	9,234	3,310	2,787	
All other			908	
Paints, pigments, colors, and varnishes:				
Ready-mixed paints...galls.	354	1,049	377	
All other, including crayons			4,183	
Paper:				
Books, music, maps, engravings, etc			5,664	
Playing cards			1,463	
Writing paper and envelopes			839	
All other			1,982	
Perfumeries, cosmetics, etc			1,825	
Phonographs, graphophones, and records and materials for			1,287	
Photographic goods			1,108	
Roofing felt and similar materials			1,486	
Shoe findings			1,062	
Spirits, wines, malt liquors, and other beverages:				
Malt liquors—In bottles...doz. qts.	460	2,343	595	
All other			604	
Stone, manufactures of			297	
Surgical appliances, not including instruments			2,039	
Tobacco:				
Unmanufactured—Leaf...lbs.		22,578		
Manufactures of—				
Cigarettes...M.	237,310	138,500	454,384	
All other			726	
Typewriter ribbons			1,005	
Vegetables:				
Pickles and sauces			1,260	
Vegetables, canned			3,141	
All other			551	

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
ASIA—Continued.				
SIAM—continued.				
road ties.....No..		1,000		$1,181
iture			$1,816	197
ther manufactures of			1,113	1,372
Rolled in sheets.....lbs..	2,293	138,824	531	26,094
ier articles			11,489	19,674
Total domestic exports			1,127,566	1,148,352
foreign exports			1,306	132
Total exports			1,128,872	1,148,484
TURKEY IN ASIA.				
lstuffs:				
parations of, for table food			2,375	
e.....lbs..	311,941		12,186	
eat.....bush..	14,000		27,415	
eat flour.....bbls..	4,524		39,148	
automobiles, and other vehicles: Automobiles—				
mmercial.....No..	2		1,143	
icals, drugs, dyes, and medicines			14,121	1,296
on, manufactures of:				
oth—Unbleached.....yds..	62,000		6,500	
earing apparel—				
Knit goods			7,943	
All other			8,911	
l other			995	
its—prepared or preserved, canned			22	37,390
ruments and apparatus for scientific purposes			2,002	
and steel, manufactures of			200	
ther, manufactures of:				
oots and shoes—Men's.....pairs..	2,934		4,091	
ll other			305	
ats and dairy products:				
Dairy products—				
Milk, condensed and evaporated.....lbs..	68,000	480,000	6,010	62,500
s:				
Vegetable, fixed or expressed—Cottonseed.....lbs..	37,500		5,600	
All other oils			821	
irits, wines, liquors, and other beverages			280	9,083
gar, refined.....lbs..	211,200		13,840	
rgical appliances, not including instruments			9,672	195,049
getables, canned			3,179	
l other articles			756	239
Total domestic exports			167,515	305,557
OTHER ASIA.				
hemicals, drugs, dyes, and medicines			400	250
ll other articles				24
Total domestic exports			400	274
OCEANIA.				
BRITISH—AUSTRALIA.				
Abrasives:				
Wheels, emery and other			36,172	59,480
All other			81,443	73,011
Agricultural implements, and parts of:				
Hay rakes and tedders			13,415	30,394
Mowers and reapers			421,568	155,558
Planters and seeders			18,746	3,993
Plows and cultivators			191,366	169,057
Thrashers			11,506	3,903
All other, and parts of			383,382	315,677
Aluminum, and manufactures of			50,047	114,410
Animals (including fowls)			5,517	1,990
Art works, painting and statuary			8,800	1,682
Asbestos, and manufactures of			42,304	78,622
Asphaltum:				
Unmanufactured.....tons..	6	288	478	7,657
Manufactures of			13,564	19,627
Athletic and sporting goods			17,998	34,213
Blacking (including shoe paste, etc.)			31,415	18,698

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued

Countries and articles.	Quantities.		Value	
	1917	1918	1917	
OCEANIA—Continued.				
BRITISH—AUSTRALIA—continued.				
Brass:				
Bars, plates, sheets, etc.....lbs..	19,725	24,904	$6,451	
Cartridge shells, empty.....				
Pipes and fittings.....				
Wire.....lbs.		143,653		
All other manufactures of.....			215,443	
Breadstuffs:				
Corn meal and corn flour.....bbls..		310		
Oat meal.....lbs..	213,507	106,593	12,434	
Preparations of, for table food.....			170,165	
All other breadstuffs.....			3,910	
Bronze, manufactures of.....			16,974	
Brushes.....			47,397	
Buttons, and parts of.....			108,560	
Cars, automobiles, and other vehicles:				
Aeroplanes.....No..	2		17,000	
Automobiles, and parts of—				
Commercial.....No..	194	109	237,150	
Passenger.....No..	5,055	4,307	3,792,571	
Parts of (not including engines, etc.).....			753,399	
Cars for railways—				
For steam railways.....			37,141	
For other railways.....			26,741	
Bicycles, tricycles, etc.....			43,111	
Motorcycles.....No..	2,998	1,678	634,011	
Wagons.....No..	93	9	5,474	
Wheelbarrows, pushcarts, etc.....			7,382	
All other, and parts of.....			251,940	
Celluloid, and manufactures of.....			46,785	
Chalk.....			9,437	
Chemicals, drugs, dyes, and medicines:				
Acids.....			33,844	
Alcohol, wood.....galls..	510	301	425	
Baking powder.....lbs..	29,536	33,329	5,509	
Bark, extracts of, for tanning.....			59,338	
Calcium carbide.....lbs..	368,546	35,312	11,606	
Coal-tar distillates, n. e. s.....				
Copper, sulphate of.....lbs..	92,040	275,690	9,102	
Dyes and dyestuffs.....			72,513	
Infants' food.....				
Lime, chloride of.....lbs..		226,230		
Medicinal and pharmaceutical preparations.....			444,014	
Petroleum jelly, etc.....			42,495	
Potash—				
Chlorate of.....lbs..		66,560		
All other.....				
Roots, herbs, and bark, n. e. s.....			22,625	
Soda, salts, and preparations of.....			528,388	
Washing powder and fluid.....lbs..	79,471	2,168	5,401	
All other.....			837,900	
Chewing gum.....			52,591	
Clocks and watches:				
Clocks, and parts of.....			227,970	
Watches, and parts of.....			69,834	
Cocoa and chocolate, prepared or manufactured (not including confectionery).....			99,337	
Coffee.....lbs..	62,078	27,353	7,479	
Confectionery.....			153,026	
Copper:				
Pipes and tubes.....lbs..		172,666		
Plates and sheets.....lbs..	140,437	497,097	54,041	
Wire.....lbs..	53,516	79,110	19,030	
All other manufactures of.....			106,061	
Cork, manufactures of.....			11,789	
Cotton, manufactures of:				
Cloths—				
Unbleached.....yds..	3,971,657	1,570,398	636,354	
Bleached.....yds..	611,040	3,068,655	100,222	
Colored—				
Printed.....yds..	527,536	1,165,607	49,157	
Dyed in the piece.....yds..	890,686	2,126,550	105,372	
All other.....yds..	8,143,490	4,074,101	951,661	
Laces and embroideries.....			13,378	

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
OCEANIA—Continued.				
BRITISH—AUSTRALIA—continued.				
Cotton, manufacsures of—Continued.				
Wearing apparel—				
Corsets			$585,222	$720,877
Knit goods			1,549,174	1,032,195
All other			170,455	92,015
Yarn lbs.		136,150	37,072	75,676
All other			608,660	435,022
Dental goods:				
Teeth			471	642
All other			63,034	65,794
Earthen, stone, and china ware:				
Bricks M.	103	15	6,387	1,802
Chinaware			3,135	8,391
Earthen and stone ware			11,153	16,305
Sanitary earthenware, etc			1,411	517
Tiles (except drain)			1,061	19,019
All other			4,934	12,586
Electrical machinery and appliances (except locomotives):				
Batteries			114,635	229,720
Carbons				13,609
Dynamos or generators			88,016	103,587
Fans No.	1,141	667	15,873	11,434
Heating and cooking apparatus				32,683
Insulated wire and cables			72,860	203,164
Interior wire supplies and fixtures			34,832	24,264
Lamps—Incandescent—				
Carbon filament No.	9,472		1,518	
Metal filament No.	370,791	555,621	82,915	98,009
Magnetos; spark plugs, etc				124,012
Meters and other measuring instruments			68,460	80,165
Motors			720,058	339,652
Rheostats and controllers				21,394
Switches and accessories				163,009
Telephones			55,958	336,607
Transformers			44,124	65,405
All other			822,605	426,202
Explosives:				
Cartridges, loaded			328,916	751,545
Dynamite lbs.	145,000		30,883	
Gunpowder lbs.	210	17,200	87	16,912
Shells and projectiles, loaded				79,285
All other			129,613	14,479
Feathers			1,999	851
Fibers, vegetable, manufactures of:				
Bags			46	14,360
Twine			8,661	19,561
All other manufactures of			80,825	44,275
Fire extinguishers			7,280	13,870
Fish:				
Dried, smoked, or cured—Cod, haddock, etc. lbs.	458,494	498,716	48,656	64,790
Salmon—				
Canned lbs.	6,990,835	7,397,009	865,865	1,337,231
All other			21,058	23,859
Canned fish (except salmon and shellfish)			182,658	427,222
Shellfish—Oysters			26,525	44,411
All other fish and fish products			5,210	17,863
Flavoring extracts and fruit juices			7,516	31,614
Fly paper			10,227	9,547
Fruits and nuts:				
Fruits—				
Apples, dried lbs.	25,600	18,075	1,810	2,841
Apples, green or ripe bbls.	25,343	7,603	114,611	34,249
Apricots, dried lbs.	223,400	33,950	25,930	5,736
Lemons boxes.	5,800		18,747	
Oranges boxes.	16,416		32,252	
Peaches, dried lbs.	169,920	8,770	12,089	1,190
Prunes lbs.	573,210	971,168	45,626	83,247
Raisins and other dried grapes lbs.	17,775	167,109	1,496	17,064
All other, green, ripe, or dried			26,663	29,079
Prepared or preserved—				
Canned			18,702	12,135
All other			3,097	10,569
Nuts			1,738	61,286

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued

Countries and articles.	Quantities.		Value.	
	1917	1918	1917	
OCEANIA—Continued.				
BRITISH—AUSTRALIA—continued.				
Furniture, metal			$12,422	
Furs and fur skins, and manufactures of			16,885	
Glass and glassware:				
Bottles, vials, demijohns, etc.			35,521	
Cylinder, crown, and common window glass, box, 50 sq. ft.	64,810	38,027	232,488	
Plate glass, sq. ft.	1,318,898	442,508	462,093	
All other			211,252	
Glucose and grape sugar, lbs.	295,124	16,163	8,671	
Glue, lbs.	64,619	85,673	11,294	
Gold and silver, manufactures of (including jewelry)			26,641	
Grease:				
Lubricating			95,686	
Soap stock and other			11,148	
Hats and materials for:				
For men and boys				
For women and children—				
Untrimmed				
Trimmed				
Trimmings, including artificial flowers			30,137	
Hops, lbs.	422,822	3,732	65,205	
Household and personal effects			8,786	
India rubber, manufactures of:				
Reclaimed, lbs.	73,453		11,950	
Belting, hose, and packing			131,776	
Boots and shoes—				
Boots, pairs.	5,482	819	16,207	
Shoes, pairs.	147,068	75,461	76,609	
Druggists' rubber sundries				
Tires—				
For automobiles			783,209	
All other			33,993	
All other manufactures of			180,467	
Ink:				
Printer's			45,081	
All other			16,800	
Instruments, and apparatus for scientific purposes:				
Medical and surgical instruments			11,604	
Optical instruments			33,343	
All other			42,767	
Iron and steel:				
Pig iron, tons	230	115	15,664	
Bar iron, lbs.	1,441,631	449,930	37,914	
Bars or rods of steel—				
Wire rods, lbs.	3,524,926	5,255,930	114,873	
All other, lbs.	45,076,258	11,499,803	1,107,039	
Billets, ingots, and blooms of steel, tons	51	7	1,876	
Bolts, nuts, rivets, and washers, lbs.	3,733,015	2,473,844	211,184	
Car wheels and axles			2,611	
Castings, n. e. s.			51,204	
Chains				
Cutlery—				
Razors			41,361	
Table			8,977	
All other			104,490	
Enamel ware—				
Bathtubs, No.	817	315	11,933	
All other			105,702	
Firearms			133,392	
Forgings, n. e. s.				
Hardware, builders'—				
Locks			122,817	
Hinges and other			255,668	
Other hardware				
Hoop, band, and scroll (iron, etc.), lbs.	3,478,565	2,669,791	141,845	
Horseshoes, lbs.	1,458,422	1,084,170	53,503	
Machinery, machines, and parts of—				
Adding and calculating machines, No.	299	376	57,423	
Air-compressing machinery			21,037	
Brewers' machinery			1,494	
Cash registers, and parts of—				
Cash registers, No.	906	346	69,425	
Concrete mixers				
Parts of			15,386	

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
OCEANIA—Continued.				
BRITISH—AUSTRALIA—continued.				
s—Continued.				
inery, machines, and parts of—Continued.				
am separators.....No..	211	790	$6,515	$27,868
vators, and elevator machinery.....	.....	.....	199,229	26,543
gines, and parts of—				
nternal-combustion engines—				
Gas—Stationary.....No..	612	574	65,647	52,330
Gasoline—				
Automobile.....No..	31	51	3,774	6,998
Marine.....No..	706	313	87,120	55,674
Stationary.....No..	1,381	1,941	128,480	165,079
Traction and caterpillar.....No..	22	21	25,015	19,505
Steam engines—				
Locomotives.....No..	3	.....	18,810	.....
Stationary.....No..	7	4	11,254	1,324
All other engines.....No..	548	659	84,295	87,298
Parts of.....	.....	.....	171,994	122,501
aundry machinery—				
Power laundry.....	.....	.....	42,546	14,657
All other.....	.....	.....	34,754	34,224
awn mowers.....	.....	.....	51,895	92,111
letal-working machinery.....	.....	.....	664,264	400,086
leters, gas and water.....	.....	.....	10,743	25,788
Milling machinery (flour and grist).....	.....	.....	8,505	19,457
Mining machinery—				
Oil-well machinery.....	.....	.....	4,849	6,993
All other.....	.....	.....	435,918	240,770
Paper and pulp mill machinery.....	.....	.....	17,809	14,415
Printing presses.....	.....	.....	27,332	50,316
Pumps and pumping machinery.....	.....	.....	165,908	119,518
Refrigerating machinery, etc.....	.....	.....	65,735	2,593
Road-making machinery.....	.....	.....	.....	20,817
Sewing machines.....	.....	.....	353,831	627,547
Shoe machinery.....	.....	.....	39,592	67,695
Sugar-mill machinery.....	.....	.....	4,943	8,652
Textile machinery.....	.....	.....	18,425	45,108
Typesetting machines, linotypes, etc.....	.....	.....	140,913	167,316
Typewriting machines.....	.....	.....	471,946	307,432
Windmills.....	.....	.....	25,898	34,377
Woodworking machinery—				
Sawmill machinery.....	.....	.....	30,133	64,226
All other.....	.....	.....	36,671	39,698
All other machinery and parts of.....	.....	.....	1,156,328	995,644
Nails and wood screws:				
Cut nails.....lbs..	49,120	37,071	2,303	2,498
Wire nails.....lbs..	1,593,123	2,226,381	60,899	138,839
Wood screws.....	.....	.....	.....	119,089
All other (including tacks).....lbs..	1,337,604	2,012,946	107,272	251,194
Needles.....	.....	.....	.....	20,699
Pipes and fittings—				
Cast.....lbs..	2,864,037	1,783,625	88,877	143,023
Wrought.....lbs..	6,636,179	4,483,677	295,836	304,781
Radiators.....lbs..	151,290	18,332	6,116	1,167
Rails for railways, of steel.....tons..	1,206	250	48,550	14,162
Railway-track material, switches, frogs, etc.....	.....	.....	11,437	27,383
Scales and balances.....	.....	.....	91,429	87,651
Sheets and plates—				
Galvanized iron and steel plates.....lbs..	7,623,420	19,556,346	372,536	1,728,315
Iron sheets and plates.....lbs..	924,822	3,008,754	35,643	223,054
Steel—				
Plates.....lbs..	12,982,107	4,991,769	370,857	253,735
Sheets.....lbs..	4,738,541	9,731,861	170,056	771,737
Stoves and ranges, and parts of.....	.....	.....	59,794	30,223
Structural iron and steel.....tons..	11,630	2,098	530,943	152,774
Tin plates and manufactures of—				
Tin plates, terneplates, and taggers' tin.....lbs..	14,723,896	2,493,376	668,569	156,001
Manufacturers of all other.....	.....	.....	137,829	107,928
Tools, n. e. s.—				
Axes.....No..	202,989	98,369	143,280	74,940
Augers, bits, and drills.....	.....	.....	.....	85,205
Files and rasps.....	.....	.....	.....	374,888
Hammers and hatchets.....	.....	.....	33,028	43,175
Saws.....	.....	.....	132,582	116,622
Shovels and spades.....	.....	.....	23,357	28,013
All other.....	.....	.....	629,870	304,687

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Exports of merchandise, years ending June 30, 1917 and 1918—Continue

Countries and articles.	Quantities.		Valu
	1917	1918	1917
OCEANIA—Continued.			
BRITISH—AUSTRALIA—continued.			
Castings, n. e. s.—Continued.			
Wire, and manufactures of—			
Wire—			
Barbed.....lbs.	5,972,502	2,990,234	$150,438
All other.....lbs.	21,197,184	31,713,205	795,663
Manufactures of—			
Wire ropes and cables			
Woven-wire fencing			67,046
All other			228,654
All other manufactures of iron and steel			1,076,963
Lamps, chandeliers, etc. (except electric)			191,036
Lead, and manufactures of			34,621
Leather:			
Belting			10,402
Patent			1,387,468
Sole.....lbs.	87,000	12,679	40,523
Upper—			
Calf.....sq. ft.	114,700	141,573	48,197
Kid.....sq. ft.	1,980,661	480,262	560,641
Grain and split.....sq. ft.		7,255	
All other upper			189,756
All other leather			140,141
Manufactures of—			
Boots and shoes—			
Children's.....pairs.	11,868	1,473	11,634
Men's.....pairs.	57,396	8,166	176,825
Women's.....pairs.	86,071	15,483	232,727
Gloves.....doz. pairs.		572	
Slippers.....pairs.	9,550	5,185	18,799
Harness and saddles			12,087
All other			160,421
Leather, imitation			114,482
Meat and dairy products:			
Meat products—			
Beef products—			
Beef, canned.....lbs.	2,615	33,177	611
Oleo oil.....lbs.	150		29
Hog products—			
Lard.....lbs.	49,172		7,765
Pork, canned.....lbs.	42,255	14,097	9,368
Lard compounds and substitutes for lard.....lbs.	545	2,100	93
Sausage, canned.....lbs.	38,937	6,570	15,656
Sausage casings.....lbs.	812,098	817,499	311,170
All other meat products—			
Canned			11,662
All other			7,900
Dairy products—			
Butter.....lbs.	34,000		9,180
Cheese.....lbs.	3,468	3,415	1,209
Milk, condensed.....lbs.	885,435	28,765	75,312
Metal polish			24,676
Metal, metal compositions, n. e. s.—			
Babbit metal.....lbs.	12,132	33,480	3,548
All other			
Mucilage and paste			13,222
Musical instruments:			
Organs.....No.	738	568	43,921
Pianos—			
Player-pianos.....No.	824	622	224,804
All other.....No.	5,566	5,943	680,800
Piano players.....No.	7	106	2,501
Perforated music rolls			24,231
All other, and parts of			120,757
Naval stores:			
Rosin.....bbls.	46,511	72,284	316,841
Tar, turpentine, and pitch.....bbls.	770	1,089	4,122
Turpentine, spirits of.....galls.	745,132	851,328	401,365
Nickel, nickel oxide, and matte.....lbs.	217,280	70,254	87,600
Notions			36,419
Oilcloth and linoleum:			
For floors.....sq. yds.	38,166	110,472	16,457
All other			143,976
Oils:			
Animal—			
Fish (except whale).....galls.		5,118	
Lard.....galls.	2,406	1,319	2,032

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
OCEANIA—Continued.				
BRITISH—AUSTRALIA—continued.				
ontinued.				
'al—Refined or manufactured—				
s oil and fuel oil.....galls..	5,000	683,669	$483	$46,160
minating.....galls..	29,662,254	10,723,879	2,832,502	1,498,888
bricating and heavy paraffin.....galls..	7,458,631	8,960,607	1,412,174	2,191,804
phthas, n. e. s.—				
asoline.....galls..	7,849,971	7,521,893	1,870,729	1,933,708
ll other.....galls..	6,365,063	1,804,056	1,356,763	509,301
sidduum, n. e. s.....galls..	.....	10,230	.....	1,695
table—				
xed or expressed—				
Cottonseed.....lbs..	293,651	136,264	40,737	22,490
All other.....	.....	.....	170,818	185,812
olatile and essential—				
Peppermint.....lbs..	803	5,571	2,220	17,545
All other.....	.....	.....	5,834	16,280
, pigments, colors, and varnishes:				
r colors—				
amp black.....	.....	.....	10,457	15,353
ll other.....	.....	.....	73,208	169,817
ady-mixed paints.....galls..	56,685	84,286	77,460	135,896
rnish.....galls..	21,661	19,664	37,362	30,553
ite lead.....lbs..	1,763,054	4,290,931	169,938	497,979
nc, oxide of.....lbs..	658,125	472,679	79,909	56,744
l other (including crayons).....	.....	.....	176,288	226,761
er:				
gs.....	.....	.....	64,819	14,416
oks, music, maps, engravings, etc.....	.....	.....	451,918	541,456
xes and cartons.....	.....	.....	7,536	8,579
rbon paper.....	.....	.....	54,741	36,802
per board (strawboard, etc.).....	.....	.....	125,069	160,173
perhangings.....	.....	.....	19,896	22,159
laying cards.....	.....	.....	10,314	17,351
rinting paper—				
News print.....lbs..	11,829,885	20,520,633	290,919	839,342
All other.....lbs..	17,049,497	13,041,834	1,050,142	1,084,481
issue and toilet paper.....	.....	.....	(a)	21,743
Wax paper.....	.....	.....	(a)	17,363
Wrapping paper.....lbs..	2,967,018	3,655,837	238,277	362,479
Writing paper and envelopes.....	.....	.....	154,961	511,140
All other.....	.....	.....	221,232	341,542
raffin and paraffin wax.....lbs..	2,582,800	1,145,252	111,465	102,228
ncils (except slate) and pencil leads.....	.....	.....	37,166	98,042
nholders.....gross..	1,888	1,152	1,630	2,069
ns, fountain.....No..	1,378	10,901	1,186	15,751
ns, metallic (except gold).....gross..	14,614	43,925	7,659	19,718
rfumeries, cosmetics, etc.....	.....	.....	285,622	460,507
honographs, graphophones, etc., and records, and materials for:				
Phonographs, graphophones, etc.....No..	4,168	4,065	159,965	132,567
Records, and materials for.....	.....	.....	101,111	96,740
hotographic goods:				
Cameras.....	.....	.....	190,107	226,546
Motion-picture films—				
Not exposed.....lin. ft..	476,335	1,371,486	13,664	43,619
Exposed.....lin. ft..	10,231,235	10,695,239	711,223	660,304
Other sensitized goods.....	.....	.....	139,555	79,369
Photographic apparatus.....	.....	.....	46,422	45,909
All other.....	.....	.....	72,066	66,862
Plaster: Builders' and common.....	.....	.....	4,497	18,901
Plated ware (except cutlery and jewelry)—				
Silver-plated ware.....	.....	.....	144,374	169,504
All other.....	.....	.....	57,405	68,380
Plates and cuts.....	.....	.....	3,353	2,750
Plumbago, manufactures of.....	.....	.....	16,815	4,730
Quicksilver.....lbs..	7,865	26,980	9,318	35,198
Refrigerators.....	.....	.....	6,066	1,719
Roofing felt and similar material.....	.....	.....	202,329	543,450
Salt.....lbs..	1,750,665	4,147,458	22,574	57,208
Seed.....	.....	.....	35,894	47,429
Shoe findings.....	.....	.....	116,493	201,181
Silk, manufactures of.....	.....	.....	460,970	910,891
Silk, artificial, manufactures of.....	.....	.....	88,589	252,800

a Included in "All other paper" prior to 1918.

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued

Countries and articles.	Quantities.		Value
	1917	1918	1917
OCEANIA—Continued.			
BRITISH—AUSTRALIA—continued.			
Soap:			
Toilet or fancy			$55,488
All other.....lbs.	157,378	71,197	10,926
Spices			628
Spirits, wines, malt liquors, and other beverages:			
Spirits distilled—			
Whisky—			
Bourbon.....pf. galls.	3,185	29,508	3,671
Rye.....pf. galls.	20,286	2,837	35,904
All other.....pf. galls.	64,198	28,792	69,710
All other wines, etc			7,307
Sponges.....lbs.	6,298	15,645	6,237
Starch.....lbs.	50,480	427,739	1,574
Stone, and manufactures of			35,516
Straw and palm leaf, manufactures of			31,520
Surgical appliances (not including instruments)			154,315
Suspenders and garters			
Tobacco:			
Unmanufactured—Leaf.....lbs.	15,527,467	6,353,648	3,100,707
Manufactures of—			
Plug.....lbs.	1,470,639	928,513	441,059
Smoking.....lbs.	238,245	50,602	150,796
All other			12,670
Toys			165,956
Trunks, valises, and traveling bags			17,715
Type.....lbs.	25,660	36,153	8,198
Typewriter ribbons			33,614
Umbrellas and parasols			12,361
Vegetables:			
Beans and dried peas.....bush.	424	117	2,027
Onions.....bush.	1	37	2
Pickles and sauces			15,935
Vegetables, canned			106,353
All other			594
Vulcanized fiber, and manufactures of			26,490
Wall boards (substitute for plaster)			27,830
Wax:			
Beeswax.....lbs.	4,306	18,234	1,390
Manufactures of			5,379
Wood:			
Logs and round timber.....M ft.	25	2,514	1,715
Timber, sawed.....M ft.	19	614	510
Lumber—			
Boards, planks, and scantlings—			
Fir.....M ft.	79,785	63,865	912,948
Oak.....M ft.	48		2,381
Pine—			
White.....M ft.	885	391	41,250
Yellow.....M ft.	984	71	36,780
Redwood.....M ft.	17,985	9,099	572,451
Spruce.....M ft.	1,906	1,186	25,577
All other.....M ft.	59	78	4,168
Shingles.....M.	3,227	1,843	6,747
Shooks—Box			24,855
Staves.....No.	36,061		8,190
All other lumber			18,573
Boat oars and paddles			
Furniture			48,143
Handles, instrument and tool			
Incubators and brooders			40,677
Trimmings, moldings, etc			38,153
Woodenware			41,189
Wood pulp.....tons.	30	308	2,436
All other manufactures of			410,932
Wool, manufactures of:			
Wearing apparel			62,449
All other			154,694
Zinc:			
Pigs, bars, etc.....lbs.	340,374		44,278
Plates and sheets.....lbs.	399,085	201,932	80,490
All other manufactures of			2,058
All other articles			9,400
Total domestic exports			63,277,656
Total foreign exports			277,222
Total exports			63,554,878

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
OCEANIA—Continued.				
BRITISH—NEW ZEALAND.				
s:				
s, emery and other			$5,521	$14,824
ıer			13,892	7,404
ural implements, and parts of:				
kes and tedders			5,326	5,159
rs and reapers			106,570	16,529
ers and seeders			3,586	1,902
and cultivators			77,786	50,172
her, and parts of			72,042	66,905
um, and manufactures of			32,132	29,971
ks			1,451	8,779
s, manufactures of			17,386	30,170
um, and manufactures of			6,672	5,611
e and sporting goods			4,121	10,608
ıg (including shoe paste, etc.)			9,294	3,941
plates, sheets, etc.....lbs.	19,141	14,035	10,347	6,062
.....lbs.		13,364		6,581
ther manufactures of			60,346	27,154
tuffs:				
arations of, for table food			35,814	6,786
at flour.....bbls.	250		1,788	
ther breadstuffs			5,701	1,480
es			10,973	12,586
ns, and parts of			11,461	19,121
utomobiles, and other vehicles:				
oplanes, parts of				3,049
omobiles, and parts of—				
ommercial.....No.	75	74	119,833	145,764
assenger.....No.	3,554	1,818	2,558,118	1,453,311
arts of (not including engines, etc.)			285,654	309,658
s, for railways—				
or steam railways			5,120	
or other railways			14,509	
ycles, tricycles, etc			17,093	8,404
torcycles.....No.	1,108	731	236,432	157,432
eelbarrows, pushcarts, etc			5,182	2,861
other			48,929	76,718
loid, and manufactures of			5,000	5,144
nicals, drugs, dyes, and medicines:				
ids			10,959	10,434
cohol, wood.....galls.	7,292	7,288	6,765	9,058
rk, extracts of, for tanning			14,413	10,528
lcium carbide.....lbs.	249,290	10,028	9,684	824
yes and dyestuffs			4,658	4,470
edicinal and pharmaceutical preparations			55,241	54,446
troleum jelly, etc			5,847	18,467
da, salts, and preparations of			98,977	83,167
ashing powder and fluid.....lbs.	100,404	115,360	6,162	8,862
ll other			117,702	297,349
wing gum			4,209	1,333
cks and watches:				
locks, and parts of			46,397	37,411
Watches, and parts of			16,446	20,171
oa and chocolate, prepared or manufactured (not including confectionery)			17,086	43,216
nfectionery			27,416	56,700
pper:				
Plates and sheets.....lbs.	54,046	91,281	20,335	34,518
Wire.....lbs.	11,317	18,639	4,364	6,371
All other manufactures of			22,501	22,190
rk, manufactures of			446	8,189
tton, manufactures of:				
Cloths—				
Unbleached.....yds.	672,790	219,518	111,203	38,584
Bleached.....yds.	196,299	552,759	35,552	99,118
Colored—				
Printed.....yds.	237,592	252,304	40,113	48,296
Dyed in the piece.....yds.	365,247	409,565	48,979	75,781
All other.....yds.	2,164,432	721,374	292,200	164,659
Wearing apparel—				
Corsets			84,802	89,901
Knit goods			235,017	112,369
All other			57,894	13,006
All other manufactures of			99,941	61,081

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Exports of merchandise, years ending June 30, 1917 and 1918—Contin

Countries and articles.	Quantities.		Va
	1917	1918	1917
OCEANIA—Continued.			
BRITISH—NEW ZEALAND—continued.			
Dental goods			$27,696
Earthen, stone, and china ware			932
Eggs.....doz.	32,250		10,612
Electrical machinery, appliances, and instruments:			
Batteries			62,891
Carbons			
Dynamos and generators			5,190
Heating and cooking apparatus			
Insulated wire and cables			59,364
Interior wiring supplies, etc			4,344
Lamps—Incandescent—Metal filament.....No.	52,648	224,568	11,156
Magnetos, spark plugs, etc			
Meters and other measuring instruments			10,679
Motors			30,391
Switches and accessories			
Telegraph instruments			4,276
Telephones			82,968
Transformers			4,684
All other			260,950
Explosives:			
Cartridges, loaded			58,687
Dynamite.....lbs.		225,000	
Shells and projectiles, loaded			
All other			1,554
Fibers, vegetable, manufactures of			18,478
Fire extinguishers			8,586
Fish:			
Salmon, canned.....lbs.	96,912	240,240	10,332
Canned fish (except salmon and shellfish)			20,151
Shellfish			1,641
All other fish and fish products			3,415
Flavoring extracts and fruit juices			3,504
Fruits and nuts:			
Fruits—			
Apples, dried.....lbs.	92,335	140,320	7,708
Apples, green or ripe.....bbls.	6,812		32,354
Apricots, dried.....lbs.	197,780	497,780	22,695
Lemons.....boxes.	8,482	3,683	35,608
Oranges.....boxes.	27,991	10,230	74,942
Peaches, dried.....lbs.	139,993	201,990	10,692
Prunes.....lbs.	739,210	1,614,524	56,336
Raisins and other dried grapes.....lbs.	4,408,398	5,951,342	366,044
All other, green, ripe, or dried			17,563
Prepared or preserved—Canned			159,612
All other fruits and nuts			1,924
Furniture of metal			2,310
Furs and fur skins, and manufactures of			9,960
Glass and glassware:			
Bottles, vials, demijohns, etc			86,566
Cylinder, crown, and common window glass, ...box, 50 sq. ft.	11,340	5,623	62,913
Plate glass.....sq. ft.	116,293	49,224	36,192
All other			56,736
Glucose and grape sugar:			
Glucose.....lbs.	1,266,742	428,856	43,076
Grape sugar.....lbs.	167,950		4,742
Gold and silver, manufactures of, including jewelry			6,084
Grease:			
Lubricating			13,877
Soap stock and other			1,243
Hats and materials for			11,565
Hops.....lbs.	28,217	27,528	4,675
Household and personal effects			1,491
India rubber, manufactures of:			
Belting, hose, and packing			22,724
Boots and shoes—			
Boots.....pairs.	5,165	7,692	17,316
Shoes.....pairs.	20,435	20,371	11,837
Druggists' rubber sundries			
Tires—			
For automobiles			689,705
All other			68,496
All other manufactures			246,224
Ink			15,207

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ports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
OCEANIA—Continued.				
ITISH—NEW ZEALAND—continued.				
ts and apparatus for scientific purposes:				
nstruments			96,365	99,464
			7,903	7,492
teel:				
tons	690	330	16,255	29,000
lbs	56,507	26,836	2,798	1,281
rods of steel lbs	1,689,665	262,311	42,764	20,465
uts, rivets, and, washers lbs	690,066	306,061	35,815	28,000
els and axles				12,901
s, n. e. s			16,436	5,092
				16,495
—				
s			4,811	16,996
her			21,586	24,879
nel ware—				
tubs No	1,207	32	18,467	681
tories and sinks			4,718	
ther			11,937	7,672
ns			30,979	25,079
are, builders:				
ges			98,923	32,835
ts			30,653	19,956
r hardware				30,776
band, and scroll (iron, etc.) lbs	226,638	46,019	9,803	4,416
shoes lbs	266,079	372,501	10,386	17,745
nery, machines, and parts of—				
ling and calculating machines No	110	278	19,681	57,484
n registers, and parts of—				
ash registers No	340	132	40,032	21,241
arts of			1,582	348
ncrete mixers				4,072
am separators No	440	928	18,152	31,305
gines, and parts of—				
nternal-combustion engines—				
Gas—Stationary No	195	53	16,417	3,830
Gasoline—				
Marine No	94	30	23,963	15,777
Stationary No	608	225	43,341	24,552
Traction and caterpillar No	54	40	57,863	46,499
All other No	347	370	45,209	52,056
Parts of			60,090	46,552
undry machinery—				
Power laundry			775	5,483
All other			8,679	4,898
awn mowers			24,992	28,886
etal-working machinery			67,192	56,731
eters, gas and water			4,511	8,603
ining machinery			4,692	4,311
aper and pulp mill machinery			4,454	
rinting presses			5,894	4,314
umps and pumping machinery			54,571	36,467
efrigerating machinery			10,292	67,385
oad-making machinery				7,289
ewing machines			36,373	32,177
hoe machinery			13,613	5,042
ypesetting machines, linotype, etc			15,962	7,280
ypewriting machines			60,483	85,439
Windmills			13,139	6,431
Woodworking machinery—				
Sawmill machinery			4,769	19,506
All other			15,880	3,392
All other machinery, and parts of			278,425	120,231
ails and wood screws—				
Nails, cut lbs	121,586	625,582	3,502	30,177
Wire nails lbs	2,560,090	1,436,790	101,198	73,097
Wood screws				18,347
All other, including tacks lbs	953,752	488,582	50,418	51,335
ipes and fittings—				
Cast lbs	279,916	22,826	10,774	2,784
Wrought lbs	187,704	481,853	17,706	43,187
tails for railways, of steel tons	274		13,217	

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Exports of merchandise, years ending June 30, 1917 and 1918—Contin

Countries and articles.	Quantities.		V
	1917	1918	1917
OCEANIA—Continued.			
BRITISH—NEW ZEALAND—continued.			
Iron and steel—Continued.			
Scales and balances			$21,03
Sheets and plates—			
Galvanized sheets of iron and steel ..lbs..	1,442,576	1,112,013	68,21
Iron sheets and plates ..lbs..	178,909	261,988	5,33
Steel—			
Plates ..lbs..	687,332	400,920	16,69
Sheets ..lbs..	547,899	968,520	22,05
Stoves and ranges			9,32
Structural iron and steel ..tons..	614	247	37,84
Tin plates and manufactures of—			
Tin plates, terneplates, and taggers tin ..lbs..	1,921,726	406,093	102,86
All other manufactures of			15,80
Tools, n. e. s.—			
Axes ..No..	54,254	19,183	37,14
Augurs, bits, and drills			
Files and rasps			
Hammers and hatchets			10,75
Saws			45,36
Shovels and spades			4,57
All other			189,88
Wire, and manufactures of—			
Wire—			
Barbed ..lbs..	1,875,130	2,185,198	74,50
All other ..lbs..	4,549,437	5,964,981	160,66
Manufactures of—			
Woven-wire fencing			23,41
All other			90,33
All other manufactures of iron and steel			223,20
Lamps, chandeliers, etc. (except electric)			89,21
Lead, manufactures of			5,19
Leather:			
Belting			2,47
Glove			8,69
Patent			27,84
Sole ..lbs..	208,412	57,061	133,81
Upper—			
Calf ..sq. ft..	22,524	36,831	9,73
Kid ..sq. ft..	245,351	409,639	67,80
All other upper			5,05
All other leather			20,34
Manufactures of—			
Boots and shoes—			
Men's ..pairs..	12,886	1,868	35,93
Women's ..pairs..	41,323	30,303	117,72
Harness and saddles			4,05
All other			30,66
Leather, imitation			12,64
Meat products:			
Beef products—Tallow ..lbs..		90,200	
Lard compounds and substitutes for lard ..lbs..	16,870		2,41
Sausage casings ..lbs..	279,388	195,955	119,89
All other			2,83
Metal polish			15,85
Metals, metal compositions, n. e. s.:			
Babbitt metal ..lbs..	224	15,720	5
All other			3,45
Mucilage and paste			1,39
Musical instruments:			
Organs ..No..	100	90	5,00
Pianos—			
Player-pianos ..No..	17	52	4,09
All other ..No..	266	287	32,72
All other, and parts of			10,61
Naval stores:			
Rosin ..bbls..	3,511	4,076	24,69
Turpentine, spirits of ..galls..	93,344	91,143	48,85
Nickel, manufactures of			
Notions, n. e. s.			5,09
Oilcloth and linoleum:			
For floors ..sq. yds..	7,535	33,561	3,91
All other			30,40

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
OCEANIA—Continued.				
BRITISH—NEW ZEALAND—continued.				
Oils.				
Mineral, refined or manufactured—				
Gas oil and fuel oil.....galls..	1,890,000	.....	$80,750	.....
Illuminating.....galls..	3,606,907	4,624,975	394,976	$737,101
Lubricating and heavy paraffin.....galls..	1,249,187	1,282,403	274,152	358,455
Naphthas, etc.—				
Gasoline.....galls..	6,146,286	7,705,994	1,513,844	2,182,020
All other.....galls..	1,889,582	857,480	406,101	229,074
Vegetable—				
Fixed or expressed—				
Corn.....lbs..	34,000	36,000	3,658	6,436
Cottonseed.....lbs..	159,537	180,241	21,627	31,081
Linseed or flaxseed.....galls..	.....	22,246	.....	34,344
All other.....	.....	.....	37,269	51,965
Volatile or essential—Peppermint.....lbs..	1,493	1,009	4,138	3,326
All other oils.....	.....	.....	2,437	7,383
Paints, pigments, colors, and varnishes:				
Dry colors.....	.....	.....	23,315	22,899
Ready-mixed paints.....galls..	23,976	45,274	39,778	87,625
Varnish.....galls..	15,906	14,270	20,377	18,134
White lead.....lbs..	774,941	1,588,180	70,584	198,356
All other, including crayons.....	.....	.....	56,651	37,165
Paper:				
Rags.....	.....	.....	1,884	7,023
Books, music, maps, engravings, etc.....	.....	.....	113,329	153,756
Carbon paper.....	.....	.....	4,380	3,701
Paper board (strawboard, etc.).....	.....	.....	34,182	21,716
Paper hangings.....	.....	.....	13,094	8,205
Playing cards.....	.....	.....	5,919	7,180
Printing paper—				
News print.....lbs..	332,171	469,948	11,063	19,707
All other.....lbs..	1,461,924	1,197,380	105,398	101,515
Tissue and toilet paper.....	.....	.....	(a)	3,379
Wax paper.....	.....	.....	(a)	7,491
Wrapping paper.....lbs..	671,341	304,471	68,129	36,443
Writing paper and envelopes.....	.....	.....	61,209	96,095
All other.....	.....	.....	39,827	36,802
Paraffin and paraffin wax.....lbs..	1,535,203	324,535	66,042	28,806
Pencils (except slate) and pencil leads.....	.....	.....	6,285	9,065
Perfumeries, cosmetics, etc.....	.....	.....	6[illegible]13	18,758
Phonographs, graphophones, etc., and records, and materials for:				
Phonographs, graphophones, etc.....No..	753	458	24,344	20,036
Records and materials for.....	.....	.....	8,596	33,314
Photographic goods:				
Cameras.....	.....	.....	81,380	35,926
Motion-picture films—				
Not exposed.....lin. ft..	.....	183,033	.....	3,578
Exposed.....lin. ft..	458,987	289,091	38,259	20,805
Other sensitized goods.....	.....	.....	91,390	30,816
Other apparatus.....	.....	.....	5,603	1,426
All other.....	.....	.....	28,720	18,142
Plaster:				
Builders' common.....	.....	.....	3,875	3,293
Plated ware, except cutlery and jewelry.....	.....	.....	35,013	33,544
Quicksilver.....lbs..	9,525	75	10,033	125
Roofing felt and similar materials.....	.....	.....	73,149	222,516
Salt.....lbs..	1,971,997	10,845,284	11,593	78,623
Seeds:				
Grass—				
Clover.....lbs..	581,902	1,438	111,976	197,634
Timothy.....lbs..	288,895	4[illegible]64	23,662	44,797
All other.....lbs..	198,857	195,[illegible]	33,967	51,219
All other seeds.....	.....	.....	32,177	31,813
Shoe findings.....	.....	.....	16,500	16,940
Silk, manufactures of.....	.....	.....	47,807	79,502
Silk, artificial, manufactures of.....	.....	.....	24,904	48,300
Soap:				
Toilet or fancy.....	.....	.....	45,209	568
All other.....lbs..	77,324	55,510	3,785	4,001
Spirits, wines, malt liquors, and other beverages:				
Malt liquors—In bottles.....doz. qts..	1,146	.....	1,409	.....
All other spirits, wines, etc.....	.....	.....	3,063	2,095

a Not separately reported prior to 1918.

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Exports of merchandise, years ending June 30, 1917 and 1918—Continu

Countries and articles.	Quantities.		Va
	1917	1918	1917
OCEANIA—Continued.			
BRITISH—NEW ZEALAND—continued.			
Starch.....lbs..	148,924	70,125	$5,158
Stone, and manufactures of.....	.....	.....	14,646
Sugar and molasses—Sirup.....galls..	1,226	20	756
Surgical appliances (not including instruments).....	.....	.....	29,331
Suspenders and garters.....	.....	.....	.....
Tobacco:			
Unmanufactured—Leaf.....lbs..	400,253	432,360	77,885
Manufactures of—			
Cigarettes.....M..	2,286	1,826	7,832
Plug.....lbs..	259,954	260,590	99,717
Smoking.....lbs..	241,143	94,396	143,606
All other.....	.....	.....	3,883
Toys.....	.....	.....	39,487
Trunks, valises, and traveling bags.....	.....	.....	5,606
Typewriter ribbons.....	.....	.....	4,131
Umbrellas and parasols.....	.....	.....	5,426
Vegetables:			
Beans and dried peas.....bush..	138	229	503
Onions.....bush..	2,456	.....	1,855
Pickles and sauces.....	.....	.....	3,263
Vegetables, canned.....	.....	.....	11,380
Vulcanized fiber and manufactures of.....	.....	.....	775
Wall boards (substitute for plaster).....	.....	.....	5,719
Wax, and manufactures of.....	.....	.....	2,696
Wood:			
Lumber—			
Boards, planks, and scantlings—			
Fir.....M ft..	4,017	3,283	54,460
Oak.....M ft..	212	11	13,686
Pine—			
White.....M ft..	47	.....	2,341
Yellow.....M ft..	196	.....	6,990
Redwood.....M ft..	283	375	9,439
All other.....M ft..	69	44	4,638
Shingles.....M..	620	2,444	1,525
All other lumber.....	.....	.....	4,171
Furniture.....	.....	.....	16,805
Handles, instrument and tool.....	.....	.....	.....
Trimmings, moldings, etc.....	.....	.....	12,998
Woodenware.....	.....	.....	3,280
All other manufactures of.....	.....	.....	92,588
Wool, manufactures of:			
Wearing apparel.....	.....	.....	14,570
All other.....	.....	.....	20,905
Zinc:			
Pigs, bars, etc.....lbs..	13,047	.....	1,946
Plates and sheets.....lbs..	176,731	188,821	37,921
All other articles.....	.....	.....	29,236
Total domestic exports.....	.....	.....	16,828,063
Total foreign exports.....	.....	.....	15,324
Total exports.....	.....	.....	16,843,387
BRITISH—OTHER BRITISH.			
Agricultural implements, and parts of:			
Plows and cultivators.....	.....	.....	4,894
All other.....	.....	.....	384
Brass, and manufactures of.....	.....	.....	743
Breadstuffs:			
Bread and biscuit.....lbs..	114,931	47,504	9,024
Preparations of, for table food.....	.....	.....	1,136
Wheat flour.....bbls..	2,032	209	16,571
All other breadstuffs.....	.....	.....	463
Cars, automobiles, and other vehicles:			
Automobiles, and parts of—			
Automobiles—			
Commercial.....No..	1	2	1,688
Passenger.....No..	19	30	11,062
Parts of (not including engines and tires).....	.....	.....	4,751
Motorcycles.....No..	5	1	1,330
All other, and parts of.....	.....	.....	2,752
Cement, hydraulic.....bbls..	782	556	1,945

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ports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
OCEANIA—Continued.				
ITISH—OTHER BRITISH—continued.				
, drugs, dyes, and medicines:				
erbs, and barks, n. e. s.			$20,286	$25,833
r			3,279	8,313
minous tons	2	100	32	2,400
anufactures of				3,258
anufactures of:				
—				
ached yds	5,069	6,344	936	3,100
hed yds	10,988	10,947	1,994	3,675
ed—				
nted yds	101,597	421,112	9,877	50,653
ed in the piece yds	2,651	3,815	601	1,383
other yds	770	14,323	103	4,344
g apparel—				
goods			957	1,866
ther			5,552	8,210
her			2,408	9,183
al machinery, appliances, and instruments:				
ries (electric)			1,366	3,920
s (electric)			1,253	768
raph apparatus				4,208
her			734	2,576
ives			1,933	4,834
ers, phosphate rock tons		500		6,000
vegetable, manufactures of:				
			1,692	1,502
e			2,447	347
ther manufactures of			783	1,592
on, canned lbs	141,735	174,138	14,749	24,921
ther fish and fish products			1,265	6,363
s:				
nges boxes	848	177	2,184	641
other green, ripe, or dried			1,869	1,612
pared or preserved and canned			6,051	9,966
and glassware			1,170	2,658
rubber, manufactures of:				
ots and shoes pairs	5,297	2,362	3,797	1,793
es for automobiles			5,008	16,124
other manufactures of			991	1,074
and steel:				
tlery			720	2,327
rdware, builders'			1,410	2,629
her hardware				1,885
achinery, machines, and parts of—				
Elevators and elevator machinery			45	
Engines, and parts of—				
Internal-combustion engines—				
Gasoline—				
Marine No	17	29	11,886	5,437
Stationary No	23	31	3,589	4,592
Traction and caterpillar No	2		2,964	
All other			5,195	13,319
Sewing machines			1,309	1,685
Sugar-mill machinery			2,296	8
Woodworking machinery—Sawmill machinery, etc			1,274	1,917
All other			3,927	3,631
Nails and wood screws—				
Wire nails lbs	158,046	111,854	7,563	5,405
All other (including tacks) lbs	10,450	6,538	617	567
Rails for railways, of steel tons	19		1,341	
Railway-track material, such as switches, frogs, fishplates, etc			1,345	
Sheets and plates—				
Galvanized iron and steel sheets lbs	149,785	106,847	7,571	8,164
All other iron or steel lbs	10,613	34,626	613	4,196
Tools—				
Axes No	2,604	3,820	1,325	2,917
All other			2,374	4,583
Wire, and manufactures of			215	6,366
All other manufactures of iron and steel			13,251	16,094
Lamps, chandeliers, etc. (except electric)			1,930	4,316

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Exports of merchandise, years ending June 30, 1917 and 1918—Continu

Countries and articles.	Quantities.		Va
	1917	1918	1917
OCEANIA—Continued.			
BRITISH—OTHER BRITISH—continued.			
Leather:			
Boots and shoes—			
Children's.....pairs..	264	89	$98
Men's.....pairs..	1,170	622	3,524
Women's.....pairs..	1,524	127	2,750
All other manufactures of.....			816
Meat and dairy products:			
Meat products—			
Pork, canned.....lbs..	44,801	24	10,930
All other.....			3,913
Dairy products—Milk, condensed.....lbs..	98,873	14,201	7,732
All other.....			937
Metals, metal compositions, n. e. s.:			
Babbitt metal.....lbs..	147	4,566	26
All other.....			210
Motor boats.....No..		3	
Oils: Mineral, refined or manufactured:			
Illuminating.....galls..	210,890	672,405	26,307
Naphthas—			
Gasoline.....galls..	108,115	285,094	25,733
All other.....galls..	10,564	168,700	1,692
All other.....galls..	2,536	20,132	319
Paints, pigments, colors, and varnishes:			
Ready-mixed paints.....galls..	1,561	3,006	2,595
White lead.....lbs..	24,972	25,718	2,667
All other (including crayons).....			1,248
Paper, and manufactures of.....			3,105
Photographic goods:			
Motion-picture films—Exposed.....lin. ft..		12,705	
All other.....			250
Seeds:			
Grass—			
Clover.....lbs..	10,081	9,986	2,132
All other.....lbs..	50,051	10,177	3,815
All other seeds.....			114
Spirits, wines, malt liquors, and other beverages:			
Malt liquors—In bottles.....doz. qts..	2,143	892	3,157
All other.....			1,504
Sugar, refined.....lbs..	34,907	18,114	2,305
Tobacco, and manufactures of.....			1,184
Vegetables:			
Vegetables, canned.....			3,129
All other.....			1,923
Wood:			
Lumber—			
Boards, planks, and scantling—			
Fir.....M ft..	1,041	3,039	17,350
All other.....M ft..	65	133	3,327
Shingles.....M..	327	403	1,089
Shooks—Box.....			5,547
All other manufactures of.....			5,763
All other articles.....			13,684
Total domestic exports.....			383,915
Total foreign exports.....			8,722
Total exports.....			392,637
FRENCH.			
Athletic and sporting goods.....			46
Brass, and manufactures of.....			1,253
Breadstuffs:			
Bread and biscuit.....lbs..	409,557	140,147	32,678
Preparations of, for table food.....			2,547
Rice.....lbs..	45,700	5,100	1,627
Wheat.....bush..	1,209	79	2,110
Wheat flour.....bbls..	19,785	3,425	168,896
All other breadstuffs.....			2,375
Brooms.....			
Cars, automobiles, and other vehicles:			
Automobiles—			
Commercial.....No..	2	5	2,750
Passenger.....No..	22	12	12,330
Parts of (not including engines and tires).....			4,383

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orts of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
OCEANIA—Continued.				
FRENCH—continued.				
nobiles, and other vehicles—Continued.				
tricycles, etc.			$2,309	$4 203
cles ..... No.	2	4	628	1,186
, and parts of.			4,768	6,634
drugs, dyes, and medicines:				
			263	456
al and pharmaceutical preparations			1,695	2 550
r			7,667	8,157
um			234	1,266
chocolate			594	2,041
ery			4,965	6,462
anufactures of			1,010	4,554
nufactures of.			551	1,447
anufactures of:				
ts and comforts				6,624
—				
eached ..... yds.	39,559	14,758	6,854	5,523
ched ..... yds.	163,930	102,751	18,208	23,648
ed—				
inted ..... yds.	536,177	785 670	50,462	112,523
ed in the piece ..... yds.	97.425	86.335	19,477	14,621
l other ..... yds.	413	54,774	100	14,272
ng apparel—				
t goods			5,153	8,269
other			35,544	44,925
..... lbs.		240		98
her manufactures of			23,305	35,986
..... doz.	1,350	180	488	103
al machinery, appliances, and instruments:				
ries			5,333	7,281
ated wires and cables			3,843	614
rs			452	3,930
ther			10,579	14,047
, vegetable, manufactures of:				
			14,629	13,197
age ..... lbs.	6,248	50,503	12,250	15,135
ne			4,665	2 359
other manufactures of			1,215	2,356
d, smoked, or cured ..... lbs.	14,485	12,947	1,573	1,565
non—Canned ..... lbs.	248,415	186,574	32,643	31 160
ned fish (except salmon and shellfish)			4,277	19,041
other (including shellfish)			1,638	2,325
s:				
en, ripe, or dried			2,682	3,036
pared or preserved, canned and other			4,090	6,217
iture of metal			909	3,718
and glassware			4,954	4,813
and materials for			29	3,813
..... tons.	190	112	4,159	3,361
sehold and personal effects			1,780	1,220
a rubber, manufactures of:				
lting, hose, etc			2.040	716
oots and shoes—Shoes ..... pairs.	11.291	2 897	8,977	3.306
res—				
For automobiles			8,102	10,801
For other vehicles			1,718	2,284
ll other			1,768	2,446
and steel:				
ar iron ..... lbs.	21,488	60.752	1,191	3,422
ars or rods of steel ..... lbs.	31,943	47,633	1,859	2,621
utlery			1,054	1,900
namel ware			2,914	5,217
Hardware—				
Builders'			3,042	1,750
Other hardware				1,972
Machinery, machines, and parts of—				
Air-compressing machinery			360	7,712
Engines, and parts of—				
Internal-combustion engines—Gasoline—				
Marine ..... No.	8	24	11,609	9,875
Stationary ..... No.	11	1	4,288	150
All other ..... No.	3		6,340	
Parts of			6,533	3,076
Metal-working machinery			120	94

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Exports of merchandise, years ending June 30, 1917 and 1918—Continu

Countries and articles.	Quantities.		Val
	1917	1918	1917
OCEANIA—Continued.			
FRENCH—continued.			
Iron and steel—Continued.			
Refrigerating machinery			
Sewing machines			$5,536
Typewriting machines			1,906
All other machinery, and parts of			4,184
Nails and wood screws—			
Wire nails...lbs.	44,872	96,095	1,865
All other (including tacks)...lbs.	47,664	15,717	2,347
Pipes and fittings—Wrought...lbs.	57,521	35,710	4,493
Sheets and plates—			
Galvanized iron and steel plates...lbs.	128,722	427,764	8,700
All other...lbs.	9,663	47,216	533
Stoves and ranges, and parts of			2,167
Tin plates, and manufactures of—			
Tin plates, terneplates, and taggers tin...lbs.	20,202	1,000	1,811
All other manufactures of			2,057
Tools			5,158
Wire, and manufactures of			3,031
All other manufactures of			17,179
Lamps, etc. (except electric)			3,338
Leather:			
Sole and all other leather			2,382
Manufactures of—			
Boots and shoes—			
Children's...pairs.	2,776	2,300	3,073
Men's...pairs.	5,998	5,923	10,957
Women's...pairs.	4,929	3,734	9,643
Harness and saddles			3,305
All other			1,348
Meat and dairy products:			
Meat products—			
Lard...lbs.	20,034	7,447	3,117
Lard compounds, and other substitutes...lbs.	26,241	18,457	3,880
Meat products, canned			2,198
Dairy products—			
Butter...lbs.	25,448	20,334	10,829
Cheese...lbs.	10,490	10,220	2,968
Milk, condensed...lbs.	17,811	31,830	1,887
All other			3,427
Motor boats...No.	1	1	265
Naval stores: Turpentine, spirits of...galls.	704	2,147	499
Notions			1,477
Oils:			
Mineral, refined or manufactured—			
Illuminating...galls.	127,153	263,300	17,077
Lubricating and heavy paraffin...galls.	12,741	37,336	5,306
Naphthas and light products of distillation—			
Gasoline...galls.	65,250	87,610	15,346
All other, n. e. s...galls.	191,412	221,602	28,777
Vegetable—			
Cottonseed oil...lbs.	20,876	2,578	2,449
Linseed or flaxseed...galls.	2,358	5,378	2,226
All other			4,769
All other			398
Paints, pigments, colors, and varnishes:			
Ready-mixed paints...galls.	3,106	3,967	4,608
White lead...lbs.	19,076	11,383	2,026
All other (including crayons)			7,006
Paper:			
Books, maps, engravings, etc., and other printed matter			1,085
Wrapping paper...lbs.	47,210	74,879	3,279
Writing paper and envelopes			3,813
All other			5,392
Perfumeries, cosmetics, and all toilet preparations			1,678
Photographic goods, etc			1,556
Salt...lbs.	172,386	397,942	1,036
Silk, and manufactures of			873
Soap, toilet and other			2,024
Spirits, wines, malt liquors, and other beverages:			
Malt liquors—In bottles...doz. qts.	5,112	5,651	7,285
Wines...galls.	116,063	226,080	36,957
All other beverages, etc			729

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xports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
OCEANIA—Continued.				
FRENCH—continued.				
ıfined.....lbs..	43,150	31,071	$3,409	$2,616
, manufactures of..			689	14,357
			1,468	1,942
valises, etc..			97	540
les:				
and dried peas.....bush..	1,721	1,193	8,885	6,263
ıs.....bush..	1,180	1,048	2,008	1,337
oes (except sweet potatoes).....bush..	2,600	1,641	3,558	2,373
ables, canned..			4,524	5,057
ıher..			2,371	2,564
ber—				
ards, planks, and scantling—				
ir.....M ft..	1,510	1,283	29,909	38,361
ine—Yellow.....M ft..	201	400	7,695	9,000
edwood.....M ft..	213	155	6,471	6,702
ll other boards, etc.....M ft..	15	37	1,070	2,672
ooks, box..				4,490
rs, sash, and blinds..			1,456	3,369
nifture..			5,252	6,358
ther manufactures of..			8,629	17,886
manufactures of..			1,391	1,186
her articles..			19,517	36,672
Total domestic exports..			979,918	1,226,175
foreign exports..			70,130	40,790
Total exports..			1,050,048	1,266,965
GERMAN.				
ıaltum, manufactures of..			1,494	1,158
s, and manufactures of..			681	381
ıdstuffs:				
ead and biscuit.....lbs..	7,790	107	584	14
eparations of, for table food..			1,562	731
heat flour.....bbls..	6		53	
ll other breadstuffs..			90	270
, automobiles, and other vehicles:				
utomobiles, and parts of—				
Commercial.....No..	3	4	2,377	5,518
Passenger.....No..	12	12	5,847	11,029
Parts of (not including engines, etc.)..			936	7,138
ll other, and parts of..			1,305	1,830
mmicals, drugs, dyes, and medicines..			2,164	5,193
ewing gum..			435	1,189
nfectionery..			995	1,181
tton, manufactures of:				
Cloth—				
Bleached.....yds..	29,129	30,308	3,002	4,468
Colored.....yds..	11,692	608,903	19,049	98,452
Wearing apparel—				
Knit goods..			1,534	5,903
All other..			7,935	17,944
All other manufactures of..			3,664	9,242
lectrical machinery, appliances, and instruments:				
Batteries..			2,351	4,490
All other..			1,947	5,860
Explosives: Cartridges, loaded..			4,869	4,804
ibers, vegetable, manufactures of:				
Bags..			2,329	369
All other manufactures of..			430	1,327
Fish:				
Salmon—				
Canned.....lbs..	357,386	285,605	37,172	39,071
All other..			1,062	3,008
Fish, canned (except salmon and shellfish)..			8,736	27,543
All other fish and fish products..			991	873
Fruits and nuts:				
Fruits—				
Oranges.....boxes..	324	390	1,001	1,719
Prepared or preserved—Canned..			2,124	1,665
All other..			1,420	1,585
Glass and glassware..			1,796	2,332

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued

Countries and articles.	Quantities.		Value
	1917	1918	1917
OCEANIA—Continued.			
GERMAN—continued.			
Glucose.....lbs..		34,080	
India rubber, manufactures of			$1,928
Iron and steel:			
Bars or rods of steel.....lbs..	538,531		1,43[illegible]
Cutlery			196
Machinery, machines, and parts of—			
Engines, and parts of—			
Internal combustion engines—Gasoline—			
Marine.....No..	1	11	1,000
Stationary.....No..	1		172
All other, and parts of			2,096
All other machinery, and parts of			1,499
Nails and wood screws—			
Wire nails.....lbs..	29,068	22,992	1,523
All other, including tacks.....lbs..	16,576	10,621	1,289
Sheets and plates—Galvanized iron and steel sheets .....lbs..	207,702	275,199	15,256
Tools, n. e. s.			1,871
Wire, and manufactures of			644
All other manufactures of iron and steel			10,247
Lamps, chandeliers, etc. (except electric)			1,589
Lead, manufactures of			2,503
Leather:			
Manufactures of—Boots and shoes—Men's...pairs..	1,529	1,167	3,985
All other			1,531
Matches			7
Meat and dairy products:			
Milk—Condensed.....lbs..	11,913	13,463	1,331
All other meat and dairy products			2,847
Musical instruments and parts			1,218
Oils:			
Mineral—Refined or manufactured—			
Illuminating.....galls..	128,630	132,900	16,473
Lubricating and heavy paraffin.....galls..	2,984	8,182	1,293
Naphthas, n. e. s.—			
Gasoline.....galls..	24,500	26,000	6,205
All other.....galls..	54,598	30,000	10,569
Vegetable—			
Fixed or expressed—Linseed or flaxseed....galls..	1,342	710	1,594
Volatile or essential			4,110
Paints, pigments, colors, and varnishes:			
Ready-mixed paints.....galls..	432	1,777	1,126
White lead.....lbs..	26,517	17,756	2,792
Zinc, oxide of.....lbs..	20,472	5,321	2,420
All other paints, etc			820
Paper, and manufactures of			1,481
Phonographs, graphophones, etc., and records and materials for			1,009
Spirits, wines, malt liquors, and other beverages:			
Malt liquors—In bottles.....doz. qts..	3,821	4,837	4,854
Wines.....galls..	4,048	22,687	2,092
All other			399
Tobacco, manufactures of:			
Plug.....lbs..	128	1,050	36
All other			197
Toys			1,123
Umbrellas and parasols			1,075
Vegetables:			
Vegetables, canned			2,793
All other			1,867
Wood:			
Lumber—Boards, planks, and scantlings—			
Fir.....M ft..	577	634	13,304
All other.....M ft..	27	11	803
Doors, sash, and blinds			1,550
All other manufactures of			2,808
All other articles			9,453
Total domestic exports			266,340
Total foreign exports			588
Total exports			266,928

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
OCEANIA—Continued.				
PHILIPPINE ISLANDS.				
Abrasives			$7,593	$21,457
Agricultural implements, and parts of:				
Plows and cultivators			45,048	66,618
Thrashers			6,191	3,050
All other, and parts of			9,560	47,237
Aluminum, and manufactures of			4,716	12,859
Animals:				
Horses ..... No.	17		7,250	
All other (including fowls)			1,687	2,543
Asbestos, manufactures of			13,070	44,203
Asphaltum, manufactures of			10,399	35,564
Athletic and sporting goods			176,323	402,092
Blacking (including shoe paste, etc.)			18,015	24,871
Bone, manufactures of			3,852	
Brass:				
Bars, plates, sheets, etc ..... lbs.	32,353	6,822	12,777	2,921
Pipes and fittings				17,046
All other, manufactures of			50,712	64,889
Breadstuffs:				
Bread and biscuit ..... lbs.	95,661	282,950	19,505	68,803
Oats ..... bush.	147,858	88,849	78,269	49,560
Oatmeal and rolled oats ..... lbs.	27,497	96,388	2,612	8,102
Preparations of, for table food			58,484	26,623
Wheat flour ..... bbls.	76,089	549	420,480	5,442
All other breadstuffs			7,823	4,383
Broom corn, manufactures of			3,746	8,638
Brushes			13,509	30,404
Buttons, and parts of			15,520	14,896
Candles ..... lbs.	91,591	90,522	8,698	10,075
Cars, automobiles, and other vehicles:				
Automobiles, and parts of—				
Commercial ..... No.	53	163	57,457	215,106
Passenger ..... No.	1,019	1,714	686,731	1,373,204
Parts of (not including engines, etc.)			116,670	178,036
Carriages ..... No.	13		9,703	
Cars, for railways—				
For steam railways			86,886	
For other railways			16,457	
Bicycles, tricycles, etc			22,003	27,597
Motorcycles ..... No.	142	163	30,743	35,725
Wheelbarrows, pushcarts, etc			9,167	20,243
All other, and parts of			36,489	109,201
Celluloid, and manufactures of			34,299	56,471
Cement, hydraulic ..... bbls.	301	2,650	580	5,700
Chalk, manufactures of			2,560	7,109
Chemicals, drugs, dyes, and medicines:				
Acids			28,416	32,851
Alcohol, wood ..... galls.	205	10	114	15
Baking powder ..... lbs.	82,619	100,714	21,285	21,931
Calcium carbide ..... lbs.	300,900	210,507	17,465	13,842
Dyes and dyestuffs			25,591	17,040
Glycerin ..... lbs.		14,650		8,977
Infants' food				58,767
Medicinal and pharmaceutical preparations			137,545	218,832
Potash				8,884
Roots, herbs, and barks			3,241	12,797
Soda, salts, and preparations of			133,822	448,376
All other			443,580	294,925
Chewing gum			53,451	136,434
Clays:				
Fire ..... tons.	55	130	936	2,450
All other ..... tons.		90		1,830
Clocks and watches:				
Clocks, and parts of			13,491	29,911
Watches, and parts of			4,958	10,004
Coke ..... tons.		145		6,522
Cocoa and chocolate, prepared or manufactured (not including confectionery)			29,290	42,355
Coffee:				
Green or raw ..... lbs.	1,454,464	902,760	232,386	129,338
Roasted or prepared ..... lbs.	119,414	219,156	31,055	43,177
Confectionery			135,284	103,596
Copper:				
Ingots, bars, rods, etc ..... lbs.	132,545	1,200	52,894	397
Plates and sheets ..... lbs.	17,414	20,786	6,923	6,338
Wire ..... lbs.	39,296	375,392	11,689	118,593
All other manufactures of			41,279	31,498

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued

Countries and articles.	Quantities.		Value
	1917	1918	1917
OCEANIA—Continued.			
PHILIPPINE ISLANDS—continued.			
Cork, manufactures of			$5,706
Cotton:			
Unmanufactured—Upland and other (including linters)...lbs.	682,948	435,258	122,705
Manufactures of—			
Blankets and comforts			
Cloths—			
Unbleached...yds.	8,462,360	7,324,528	678,582
Bleached...yds.	14,100,056	36,188,498	1,457,086
Colored—			
Printed...yds.	30,968,097	30,684,389	2,255,504
Dyed in the piece...yds.	11,135,719	21,778,270	1,028,714
All other...yds.	21,874,907	23,597,168	2,438,252
Laces and embroideries			29,451
Wearing apparel—			
Corsets			3,497
Knit goods			211,772
All other			307,686
Yarn...lbs.		30,074	28,973
All other manufactures of			870,389
Dental goods			11,356
Earthen, stone, and china ware:			
Bricks...M.	135	94	9,555
Earthen and stoneware			2,112
Sanitary earthenware, etc			1,245
All other			10,666
Electrical machinery, appliances, and instruments:			
Batteries			42,258
Dynamos or generators			7,439
Fans...No.	702	873	9,955
Insulated wire and cables			55,436
Interior wires, supplies, and fixtures			5,624
Lamps—Incandescent—Metal filament...No.	238,654	150,190	37,904
Magnetos, spark plugs, etc			
Meters and other measuring instruments			2,635
Motors			20,863
Switches and accessories			
Telegraph instruments			90,863
Telephones			12,949
Transformers			6,418
All other			146,069
Explosives:			
Cartridges, loaded			35,948
Dynamite...lbs.	500	245,000	304
Fuses			
All other			6,206
Fertilizers...tons.	188	1	7,495
Fibers, vegetable, manufactures of:			
Cordage...lbs.	67,264	22,872	9,743
Twine			23,456
All other manufactures of			31,043
Fire extinguishers			1,744
Fish:			
Cod, haddock, etc., dried, smoked, etc...lbs.	36,046	65,990	5,125
Salmon, canned...lbs.	4,202,574	5,558,796	351,633
Fish, canned (except salmon and shellfish)			30,884
Shellfish			6,975
All other fish and fish products			9,526
Flavoring extracts and fruit juices			9,484
Fruits:			
Apples, green or ripe...bbls.	12,479	8,297	42,913
Lemons...boxes.	2,993	2,892	13,186
Oranges...boxes.	7,432	7,461	25,769
Raisins and other dried grapes...lbs.	307,037	256,450	23,744
All other green, ripe, or dried			9,329
Prepared or preserved—			
Canned			60,548
All other			9,167
Furniture, metal			28,181
Furs and fur skins, and manufactures of			9,926
Glass and glassware:			
Bottles, vials, demijohns, etc			7,167
Cylinder, crown, and common window glass...box, 50 sq. ft.	5,401	9,635	25,319
Plate glass...sq. ft.	19,998	15,299	11,766
All other			52,694

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
OCEANIA—Continued.				
PHILIPPINE ISLANDS—continued.				
e and grape sugar.....lbs..	449,234	579,424	$18,537	$33,716
.....lbs..	129,060	154,600	26,726	34,049
nd silver, manufactures of, including jewelry:				
and silver, manufactures of.....			16,652	8,416
lry.....			12,439	4,627
.....			23,550	37,777
animal, manufactures of.....			348	8,672
and materials for:				
men and boys—				
olt.....				81,878
ll other.....				87,590
women and children.....				4,811
mmings, including artificial flowers.....			4,204	14,003
.....tons..	840	2,069	18,170	60,369
.....lbs..	62,352	22,759	10,052	3,321
ehold and personal effects.....			36,785	18,376
rubber, manufactures of:				
lting, hose, and packing.....			63,697	150,092
ots and shoes.....pairs..	288,646	256,071	200,376	179,044
uggists' rubber sundries.....				12,858
ree—				
For automobiles.....			345,702	863,727
All other.....			100,484	155,065
l other manufactures of.....			114,395	170,982
inters'.....			10,057	17,562
ll other.....			23,782	16,208
ruments and apparatus for scientific purposes:				
edical and surgical instruments.....			2,709	5,733
ptical instruments.....			1,381	2,760
ll other.....			15,235	10,976
and steel:				
ig iron.....tons..	277	864	10,756	50,489
ar iron.....lbs..	676,398	2,265,380	27,673	93,210
ars or rods of steel—				
Wire.....lbs..	12,029	1,227,814	665	57,634
All other.....lbs..	6,647,933	19,071,275	253,195	1,057,537
Billets, ingots, and blooms of steel.....tons..	69	28	6,577	3,815
Bolts, nuts, rivets, and washers.....lbs..	579,080	1,282,342	36,525	115,155
Car wheels and axles.....			590	5,865
Castings, n. e. s.....			15,016	6,325
Chains.....				51,718
Cutlery—				
Razors.....			5,058	8,606
Table.....			7,768	18,236
All other.....			48,572	122,393
Enamel ware—				
Lavatories and sinks.....			9,596	23,504
All other.....			16,508	27,693
Firearms.....			14,669	23,967
Forgings, n. e. s.....				2,866
Hardware, builders'—				
Locks.....			37,627	43,420
Hinges and other.....			99,993	69,206
Other hardware.....				92,287
Hoop, band, and scroll.....lbs..	58,733	660,389	3,197	41,940
Horseshoes.....lbs..	429,177	1,051,506	21,986	66,074
Machinery, machines, and parts of—				
Adding and calculating machines.....No..	128	249	20,253	25,509
Air-compressing machinery.....			2,508	3,664
Cash registers.....No..	76	37	4,155	4,286
Elevators and elevator machinery.....			6,615	12,292
Engines, and parts of—				
Internal combustion engines—				
Gas—stationary.....No..	274	22	57,349	5,843
Gasoline—				
Marine.....No..	188	73	32,522	40,075
Stationary.....No..	250	318	29,888	84,801
Traction and caterpillar.....No..	7	13	9,137	28,107
Steam engines—				
Locomotives.....No..	4	9	22,448	42,847
Stationary.....No..	3	36	6,456	42,280
Traction and caterpillar.....No..	4	1	9,661	1,500
All other engines.....No..	165	235	101,871	128,755
Parts of.....			52,576	147,574

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.
	191	1918	1917
OCEANIA—Continued.			
PHILIPPINE ISLANDS—continued.			
Iron and steel—Continued.			
Machinery, machines, and parts of—Continued.			
Laundry machinery			$1,583
Lawn mowers			2,125
Metal-working machinery			25,936
Meters, gas and water			14,497
Milling machinery (flour and grist)			20,408
Mining machinery—			
Oil-well machinery			7,397
All other			25,878
Paper and pulp-mill machinery			
Printing presses			2,712
Pumps, and pumping machinery			57,397
Refrigerating machinery			2,870
Road-making machinery			
Sewing machines			389,925
Shoe machinery			1,808
Sugar-mill machinery			117,398
Textile machinery			307
Typesetting machines, linotypes, etc			10,491
Typewriting machines			104,553
Woodworking machinery—			
Sawmill machinery			19,382
All other			33,246
All other machinery, and parts of			249,998
Nails and wood screws—			
Nails, cut ..lbs..	7,616	48,461	354
Wire nails ..lbs..	2,511,297	8,795,495	122,767
Wood screws			
All other, including tacks ..lbs..	345,440	250,620	19,823
Needles			
Pipes and fittings—			
Cast ..lbs..	504,233	2,131,955	20,642
Wrought ..lbs..	2,465,529	2,180,378	136,084
Railroad spikes ..lbs..	407,462	333,971	17,060
Rails for railways of steel ..tons..	1,890	3,507	102,372
Railway track material, switches, frogs, etc			35,226
Safes ..No..	298	561	12,104
Scales and balances			17,467
Sheets and plates—			
Galvanized iron and steel ..lbs..	4,119,294	8,863,932	205,432
Iron sheets and plates ..lbs..	226,522	1,124,927	14,041
Steel—			
Plates ..lbs..	1,758,706	5,801,214	71,416
Sheets ..lbs..	1,223,031	2,334,881	61,018
Ship and tank plates, punched and shaped ..lbs..		1,004,609	
Stoves and ranges, and parts of			16,066
Structural iron, etc ..tons..	612	1,009	29,752
Tin plates, and manufactures of—			
Tin plates, terneplates, and taggers' tin ..lbs..	907,336	747,316	72,898
All other manufactures of			57,694
Tools, n. e. s.—			
Axes ..No..	28,885	37,866	16,140
Augers, bits, and drills			
Files and rasps			
Hammers and hatchets			9,044
Saws			20,044
Shovels and spades			9,723
All other			177,967
Wire, and manufactures of—			
Wire—			
Barbed ..lbs..	331,518	2,115,185	14,726
All other ..lbs..	1,101,406	1,647,917	60,016
Manufactures of—			
Wire ropes and cables			
Woven-wire fencing			5,513
All other			70,435
All other manufactures of iron and steel			362,803
Lamps, chandeliers, etc. (except electric)			85,712
Lead:			
Pigs, bars, etc ..lbs..	92,111	90,803	7,340
Manufactures of			31,807

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
OCEANIA—Continued.				
PHILIPPINE ISLANDS—continued.				
g			$17,759	$38,638
t			3,138	12,883
lbs.	271,953	189,616	136,208	89,307
leather—				
sq. ft.	405,578	391,147	207,173	223,859
sq. ft.	39,304	90,244	17,369	45,450
in and split sq. ft.		60,403		20,197
other, upper			36,150	71,874
ther, leather			70,253	76,648
ifactures of—				
ots and shoes—				
hildren's pairs.	108,787	90,836	92,445	89,256
fen's pairs.	145,019	159,880	344,593	472,036
Women's pairs.	216,140	260,124	331,799	475,954
arness and saddles			11,161	6,319
ppers pairs.	9,788	17,065	12,379	21,189
other			41,565	57,580
er, imitation			15,403	24,583
bush.	86,334	66,127	116,028	95,995
and dairy products:				
t products—				
eef products—				
Beef, canned lbs.	190,219	168,743	46,420	51,030
Beef, fresh lbs.	33,534	4,107	4,370	1,179
Oleomargarine lbs.		27,973		6,354
Tallow lbs.	25,199	400	2,635	104
log products—				
Bacon lbs.	64,758	27,760	19,345	9,896
Hams and shoulders, cured lbs.	120,140	70,770	32,142	23,581
Lard lbs.	81,789	53,335	11,908	11,231
Pork—				
Canned lbs.		10,485		3,662
Fresh lbs.	59,630	42,881	11,236	8,975
Lard compounds, and substitutes for lard lbs.	375,925	620,798	60,326	122,378
Sausage, canned lbs.	143,744	119,771	31,130	37,878
Stearin from animal fats lbs.	68,834	5,590	9,483	1,438
All other meat products—				
Canned			21,753	36,392
All other			17,220	4,589
airy products—				
Butter lbs.	113,723	160,656	46,699	76,889
Cheese lbs.	44,005	69,582	10,549	20,621
Milk—Condensed lbs.	7,729,084	11,566,748	692,169	1,353,140
tal polish			13,932	12,368
tals, metal compositions, n. e. s.:				
Babbitt metal lbs.	44,338	86,534	11,832	25,813
All other			3,230	56,530
sical instruments:				
Organs No.	70	89	4,294	2,609
Pianos—				
Player-pianos No.	20	21	4,058	8,984
All other No.	240	300	34,466	42,016
All other and parts of			13,123	15,655
aval stores:				
Rosin bbls.	1,027	1,855	7,924	16,505
Turpentine, spirits of galls.	13,802	29,318	8,328	18,969
ickel, and manufactures of			5,260	1,451
otions, n. e. s.			54,581	75,705
akum lbs.	15,908	36,900	1,848	7,116
licloth and linoleum			54,997	166,741
ils:				
Mineral—Refined or manufactured—				
Illuminating galls.	5,119,870	6,789,710	520,631	882,056
Lubricating and heavy paraffin galls.	522,449	948,918	146,618	284,707
Naphthas, n. e. s.—				
Gasoline galls.	2,494,759	1,852,604	486,573	506,240
All other galls.	36,020	60,745	5,472	12,143
Vegetable—Fixed or expressed—				
Cottonseed lbs.	9,493	117,021	1,398	28,416
Linseed or flaxseed galls.	17,977	97,828	18,501	147,815
All other			21,490	50,340
All other oils			2,431	14,274

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Value.	
	1917	1918	1917	
OCEANIA—Continued.				
PHILIPPINE ISLANDS—continued.				
Paints, pigments, colors, and varnishes:				
Dry colors			$14,825	
Lead—				
Red.....lbs.		333,021		
White.....lbs.	428,021	674,317	44,285	
Ready-mixed paints.....galls.	37,393	78,212	52,438	
Varnish.....galls.	36,411	38,517	21,985	
Zinc, oxide of.....lbs.	52,064	125,130	6,776	
All other, including crayons			68,249	
Paper stock: Rags, n. e. s., and other, etc.....lbs.	820,200	2,587,287	10,879	
Paper:				
Bags			21,173	
Books, music, maps, engravings, etc			209,467	
Boxes and cartons			3,756	
Carbon paper			9,792	
Paper board (strawboard, etc.)			9,386	
Playing cards			3,573	
Printing paper—				
News print.....lbs.	2,359,114	3,003,154	78,900	
All other.....lbs.	2,735,936	2,285,882	197,235	
Tissue and toilet paper			(a)	
Wrapping paper.....lbs.	1,026,893	1,569,161	62,974	
Writing paper and envelopes			251,304	
All other, and manufactures of			100,889	
Paraffin and paraffin wax.....lbs.	938,705	392,833	43,589	
Pencils (except slate) and pencil leads			46,135	
Pens:				
Fountains.....No.	222	7,392	401	
Metallic (except gold).....gross.	11,819	10,647	5,678	
Perfumeries, cosmetics, etc			173,405	
Phonographs, graphophones, etc., and records and materials for:				
Phonographs, graphophones, etc.....No.	1,081	1,706	34,311	
Records, and materials for			28,286	
Photographic goods:				
Cameras			1,939	
Motion-picture films—				
Exposed.....lin. ft.	1,555,346	1,399,185	84,502	
Not exposed.....lin. ft.		228,102		
Other			15,336	
Other apparatus			7,087	
All other			45,907	
Plated ware, except cutlery and jewelry			25,077	
Platinum, and manufactures of			176	
Plumbago, and manufactures of			5,870	
Refrigerators			1,610	
Roofing felt and similar materials			11,433	
Salt.....lbs.	223,055	188,152	4,960	
Seeds			6,845	
Shoe findings			10,133	
Silk, manufactures of			161,805	
Silk, artificial, manufactures of			5,357	
Soap:				
Toilet or fancy			103,246	
All other.....lbs.	3,561,117	2,941,585	191,523	
Spices			8,058	
Spirits, wines, malt liquors, and other beverages:				
Malt liquors—In bottles.....doz. qts.	2,612	6,049	3,393	
Spirits, distilled—				
Whisky—Rye.....pf. galls.	20,605	25,074	81,386	
All other.....pf. galls.	5,935	17,157	12,728	
Wines.....galls.	44,938	83,618	19,151	
All other			5,780	
Starch.....lbs.	581,079	52,010	20,987	
Stearin, vegetable.....lbs.		101,000		
Stone, and manufactures of (including marble)			622	
Straw and palm leaf, manufactures of			6,437	
Sugar and molasses:				
Sirup.....galls.	4,798	8,663	4,606	
Sugar, refined.....lbs.	274,200	16,724	21,012	
Surgical appliances (not including instruments)			28,308	
Suspenders and garters				

a Included in "All other paper" prior to 1918.

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ports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
OCEANIA—Continued.				
PHILIPPINE ISLANDS—continued.				
factured—Leaf.....lbs..	112,051	25,733	$46,240	$23,241
tures of—				
ttes.....M..	19,656	52,979	84,370	186,326
.....lbs..	623,462	519,724	209,865	180,571
ng.....lbs..	122,202	86,102	70,764	46,254
her.....			723	16,562
.....			23,885	63,873
alises, and traveling bags.....			5,653	10,998
.....lbs..	15,357	16,034	6,623	6,643
er ribbons.....			13,732	4,512
s and parasols.....			45,989	24,494
s:				
nd dried peas.....bush..	6,355	6,296	30,020	38,083
s and sauces.....			45,557	65,939
bles, canned.....			100,984	159,539
egetables.....			2,376	1,537
.....galls..	10,950	9,587	2,616	3,438
rds (substitute for plaster).....				5,093
anufactures of.....			3,331	7,467
er—				
rds, planks, and scantlings—				
r.....M ft..	1,801	3,730	27,971	108,236
dwood.....M ft..	128	389	3,775	14,219
other boards, etc.....M ft..	1	223	53	18,728
oks—				
ox.....			90	41,655
ll other.....No..	40,500	100,852	82,926	241,924
other lumber.....			7,768	686
s, sash, and blinds.....			245	
iture.....			19,339	18,799
ing.....			1,200	24,433
s.....No..	52,180	1,050,181	3,424	113,932
lles, instrument and tool.....				7,555
bators and brooders.....			143	4,269
d pulp.....tons..	33		9,456	
ther manufactures of.....			42,770	71,004
manufactures of:				
ring apparel.....			110,582	73,646
ther.....			76,867	94,238
es and sheets.....lbs..	105,505	157,639	19,434	29,557
other manufactures of.....			1,913	1,566
her articles.....			230,903	797,393
Total domestic exports.....			26,984,672	48,276,470
foreign exports.....			221,940	148,618
Total exports.....			27,206,612	48,425,088
AFRICA.				
ABYSSINIA.				
Total domestic exports.....			145	2,000
BELGIAN KONGO.				
s, manufactures of.....			2,903	120
dstuffs:				
reparations of, for table food.....			2,330	29,598
heat flour.....bbls..	530	1,176	6,000	14,829
ll other breadstuffs.....			23	1,079
dles.....lbs..	99	10,500	32	2,985
s, automobiles, and other vehicles.....				9,071
micals, drugs, dyes, and medicines.....			629	4,167
cks and watches, etc.: Watches, and parts of.....			1,666	316
pper, manufactures of.....			1,056	5,447
tton, manufactures of.....			1,167	7,936
ctrical machinery, etc.....			730	
h.....			632	3,374

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Exports of merchandise, years ending June 30, 1917 and 1918—Continu

Countries and articles.	Quantities.		Val
	1917	1918	1917
AFRICA—Continued.			
BELGIAN KONGO—continued.			
Fruits, prepared, etc.:			
Canned			$938
All other			497
Household and personal effects			2,252
Iron and steel:			
Bar iron ..lb		58,760	
Bars or rods of steel ..lbs	47,902	343	2,245
Bolts, nuts, rivets, and washers ..lbs	1,680	71,652	116
Castings, n. e. s			3,300
Enamelware			472
Hardware, builders'			772
Other hardware			
Machinery, machines, and parts of—			
Engines, and parts of			585
Metal-working machinery			1,302
Mining machinery			10,142
Pumps, etc			
Typewriting machines			916
All other, and parts of			11,906
Sheets and plates—			
Galvanized iron and steel sheets ..lbs	25,583	117,448	2,316
Steel plates and sheets ..lbs	47,161	67,550	5,399
Structural iron and steel ..tons		46	
Tools, n. e. s.—			
Shovels and spades			526
All other			883
Wire, and manufactures of			3,873
All other manufactures of iron and steel			460
Lamps (except electric)			4,978
Leather, manufactures of: Boots and shoes—men's ..pairs	411		1,175
Meat and dairy products:			
Meat products—			
Hog products—			
Bacon ..lbs	138	1,317	42
Hams and shoulders, cured ..lbs	2,773	7,426	835
Lard ..lbs	3,174	50,507	640
Lard compounds, etc ..lbs	50	15,615	8
All other meat products			882
Dairy products—			
Butter ..lbs	2,345	23,008	1,004
Cheese ..lbs	2,175	3,736	590
Milk and cream			214
Metals, n. e. s., manufactures of			
Notions, n. e. s			1,122
Oils:			
Mineral—Refined or manufactured—			
Illuminating ..galls	32,000	6,700	3,977
Lubricating, etc ..galls	57,450	450	11,995
Soap			39
Spirits, wines, malt liquors, etc.:			
Malt liquors—In bottles ..doz. qts		11,700	
Spirits, distilled—Rum ..pf. galls	1,654		661
All other			75
Sugar, refined ..lbs	38,930	194,836	3,487
Surgical appliances			106
Tobacco:			
Unmanufactured—Leaf ..lbs	19,809	26,083	3,753
Manufactures of			
Vegetables:			
Canned			2,013
All other			10
Wood, manufactures of			242
All other articles			4,026
Total domestic exports			107,942
Total foreign exports			
Total exports			107,942

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ports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
AFRICA—Continued.				
BRITISH AFRICA—WEST.				
ral implements			$3,085	$9,163
l manufactures of			1,950	2,601
ls:				
nd biscuit lbs.	283,131	958,922	18,924	102,383
ations of, for table food			12,602	30,964
lbs.	1,913,058	3,484,311	86,103	241,683
flour bbls.	60,887	24,754	499,910	289,340
er breadstuffs			1,619	3,714
lbs.	30,504	114,197	3,611	21,385
omobiles and other vehicles:				
obiles—				
mercial No.	115	27	124,574	20,136
enger No.	240	202	144,838	115,772
s of (not including engines)			64,938	49,077
es, tricycles, etc			5,816	2,053
cycles No.	29	86	3,575	12,336
her			13,432	16,726
, hydraulic bbls.	7,939	7,278	13,149	17,703
als, drugs, dyes, and medicines:				
ol, wood galls.		18,671		18,575
um carbide lbs.	7,398	98,176	327	7,152
inal and pharmaceutical preparations			41,339	23,601
leum jelly, etc			7,601	11,477
salts and preparations of			14,069	13,041
ther			24,388	28,480
and watches:				
ts, and parts of			21,211	14,901
ches, and parts of			9,277	20,210
ituminous tons.	1,930	2,084	6,021	10,420
and chocolate			200	5,200
roasted or prepared lbs.	790	26,786	231	6,572
tionery			249	14,903
r:				
, ingots, bars, etc lbs.	6,720	6,983	2,554	2,419
es and sheets lbs.	7,454	30,212	2,958	10,429
e lbs.		116		60
other manufactures of			952	3,019
manufactures of			275	5,530
n, manufactures of:				
ths—				
Unbleached yds.	716,899	119,071	41,419	17,484
Bleached yds.	5,246	22,326	492	4,241
Colored—				
Printed yds.	126,906	7,958	15,650	789
All other yds.	28,998	48,070	3,863	10,714
earing apparel—				
Knit goods			3,306	4,188
All other			3,259	6,037
l other			6,207	39,428
trical machinery, appliances, and instruments:				
otors, electric			5,723	214
elephones				962
ll other			4,215	7,458
losives:				
unpowder lbs.	12,500	78,600	3,063	25,152
ll other			708	332
ers, vegetable, manufactures of:				
ags				86,068
ordage lbs.	52,326	28,105	9,581	5,947
ll other manufactures of			966	7,173
sh:				
Salmon, canned lbs.	613,545	480,414	62,925	72,960
All other, canned			43,138	77,157
All other fish and fish products			4,888	15,796
uits and nuts:				
Fruits, canned			7,912	25,166
Other prepared or preserved			993	24,419
All other			338	4,945
lass and glassware			9,073	15,372
rease, lubricating			675	3,945
dia rubber, manufactures of:				
Tires, for automobiles			10,967	33,470
All other			2,679	7,158

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued

Countries and articles.	Quantities.		Value
	1917	1918	1917
AFRICA—Continued.			
BRITISH AFRICA—WEST—continued.			
Iron and steel:			
Bar iron.....lbs..	109,993	683,188	$4,9[illegible]
Bars or rods of steel.....lbs..	74,804	232,661	2,[illegible]
Bolts, nuts, rivets, and washers.....lbs..	2,032	94,740	[illegible]
Castings, n. e. s.....			[illegible]
Cutlery.....			16,0[illegible]
Enamel ware.....			20,8[illegible]
Hardware—Builders'—			
Locks.....			4,3[illegible]
Hinges and other.....			5,0[illegible]
Other hardware.....			
Hoops, band, and scroll.....lbs..		736,303	
Machinery, machines, and parts of:			
Engines, and parts of—			
Steam, locomotives.....No..	2	7	25,0[illegible]
All other, and parts of.....			8,9[illegible]
Metal-working machinery.....			5,9[illegible]
Mining machinery.....			14,3[illegible]
Pumps, and pumping machinery.....			2,344
Sewing machines.....			10,4[illegible]
Typewriting machines.....			5,0[illegible]
Sawmill machinery.....			4,9[illegible]
All other, and parts of.....			6,4[illegible]
Nails and wood screws—			
Cut.....lbs..	317,429	29,091	14,115
Wire nails.....lbs..	2,010,147	917,548	88,343
All other.....lbs..	1,216,955	137,334	60,984
Pipes and fittings—			
Cast.....lbs..	58,512	80,892	3,370
Wrought.....lbs..	74,932	15,115	4,828
Steel rails, for railways.....tons..	72	118	4,155
Railway track material, switches, frogs, etc.....			447
Sheets and plates—			
Galvanized iron and steel sheets.....lbs..	3,645,324	2,308,211	185,940
Iron sheets and plates.....lbs..	239,583	679,061	17,225
Steel—			
Plates.....lbs..	112,813	1,734	5,753
Sheets.....lbs..	1,226,914	492,790	70,131
Structural iron and steel.....tons..	813	155	44,389
Tin plates, and manufactures of.....			2,989
Tools, n. e. s.—			
Axes.....No..	18,788	15,633	11,234
Files and rasps.....			
Hammers and hatchets.....			2,612
Saws.....			12,012
Shovels and spades.....			1,304
All other.....			12,114
Wire, and manufactures of.....			4,280
All other manufactures of iron and steel.....			28,828
Lamps (except electric).....			104,744
*Lead:			
Pigs, produced from domestic ore.....lbs..	3,634	33,940	442
Manufactures of.....			162
Leather:			
Manufactures of—Boots and shoes—Men's...pairs..	5,790	5,151	16,035
All other.....			1,190
Matches.....			195
Meat and dairy products:			
Meat products—			
Beef products—			
Beef, canned.....lbs..	27,508	37,225	5,704
Beef, pickled, etc.....lbs..	195,850	54,176	21,387
Hog products—			
Bacon.....lbs..	12,598	71,654	3,501
Ham and shoulders, cured.....lbs..	13,053	90,399	3,383
Pork, pickled.....lbs..	4,462	33,400	714
Lard.....lbs..	301,728	142,923	42,974
Lard compounds, etc.....lbs..	104,003	26,225	15,607
Poultry and game.....			196
All other meat products—			
Canned.....			11,935
All other.....			15,204
Dairy products—			
Butter.....lbs..	27,875	111,665	13,125
Cheese.....lbs..	3,306	57,314	1,026
Milk, condensed.....lbs..	37,829	871,843	4,035

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ports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
AFRICA—Continued.				
RITISH AFRICA—WEST—continued.				
etal compositions, n. e. s.:				
metal.....lbs..		7,438		$2,048
r.....				1,439
ts.....No..	1		$8,500	
struments and parts of.....			1,096	6,040
res.....			1,528	2,392
.....			3,881	1,704
eral—Refined or manufactured—				
fuel.....galls..	61,718	425,618	4,725	56,911
le.....galls..	906,713	466,111	231,807	130,172
ating.....galls..	6,471,235	4,976,143	657,094	811,484
ating, etc.....galls..	49,233	505,470	12,991	109,295
has, etc., all other.....galls..	256,815	307,317	52,051	128,030
ble—Fixed or expressed—				
onseed.....lbs..	165,547	192,058	18,873	35,625
ther.....			2,028	1,474
ier oils.....			347	103
.....			1,628	10,149
, music, etc.....			2,525	3,005
ng paper and envelopes.....			2,643	3,608
her.....			2,849	4,463
ery, cosmetics, etc.....			30,263	13,955
graphs and accessories.....			2,061	2,786
g felt, etc.....			8,561	3,415
.....			1,991	3,003
, wines, malt liquors, etc.:				
liquors, in bottles.....doz. qts..	6,571	38,209	7,308	59,145
its, distilled—				
cohol, etc. (except wood).....pf. galls..	18,550	94,341	16,767	161,016
m.....pf. galls..	966,475	321,301	1,197,437	374,649
l other.....pf. galls..	2,398	2,368	2,029	4,831
ther.....			1,246	9,802
.....			1,077	4,567
, refined.....lbs..	30,741	38,374	388,212	244,167
co:	5,350,696	2,894,545		
manufactured—				
eaf.....lbs..	10,033,827	8,352,952	1,402,238	1,522,153
tems.....lbs..	12,702	15,305	448	995
nufactures of—				
igarettes.....M..	17,820	3,015	27,953	4,668
ll other.....			2,553	4,827
tables:				
nned.....			5,890	25,019
l other.....			2,522	14,651
gar.....galls..	310	2,679	88	1,254
l boards (substitute for plaster).....				3,672
od:				
mber.....M ft..		418		10,085
umber—				
Boards, planks, and scantlings—				
Pine—				
White.....M ft..	802	229	49,329	15,821
Yellow—				
Pitch.....M ft..	1,430	2,769	45,525	87,311
Short leaf.....M ft..	47	12	1,241	566
All other.....M ft..	213	108	7,996	5,419
All other boards, etc.....M ft..	8	18	591	1,358
Shooks—				
Box.....			5,229	2,558
All other.....No..	55,495	131,990	271,489	548,381
Heading.....			106	
All other lumber.....			8,279	1,775
Boat oars and paddles.....				9,806
Furniture.....			6,220	7,027
Handles, instrument and tool.....				6,312
Hogsheads, etc., empty.....			14,608	11,299
All other manufactures of.....			3,921	13,235
inc, manufactures of:				
Pigs, bars, etc., from domestic ore.....lbs..	56,005	112,000	6,248	9,240
Plates and sheets.....lbs..	55,182	168,384	7,604	26,325
All other articles.....			17,437	24,343
Total domestic exports.....			6,895,527	7,715,389
Total foreign exports.....			99,450	313,874
Total exports.....			6,994,977	8,029,263

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Exports of merchandise, years ending June 30, 1917 and 1918—Continu

Countries and articles.	Quantities.		Val
	1917	1918	1917
AFRICA—Continued.			
BRITISH AFRICA—SOUTH.			
Abrasives			$6,477
Agricultural implements, and parts of:			
Hayrakes and tedders			3,210
Mowers and reapers			160,097
Planters and seeders			36,736
Plows and cultivators			604,652
Thrashers			519
All other			212,717
Aluminum, manufactures of			12,964
Animals:			
Mules.....No.	22	20	7,500
All other (including fowls)			3,220
Asbestos, manufactures of			8,660
Athletic and sporting goods			2,171
Blacking (including shoe paste, etc.)			14,551
Brass, and manufactures of			68,155
Bars, plates, sheets, etc.....lbs.	7,649	35,382	2,704
Pipes and fittings			
Wire.....lbs.		33,023	
Breadstuffs:			
Barley.....bush.	3,868	740	4,419
Bread and biscuit.....lbs.	200,872	54,011	12,462
Corn meal and corn flour.....bbls.		1,240	
Oatmeal and rolled oats.....lbs.	43,792	161,437	2,475
Preparations of, for table food			71,300
Wheat.....bush.	5,058	24	6,887
Wheat flour.....bbls.	10,955	10	86,518
All other breadstuffs			5,349
Broom corn, and manufactures of			7,858
Brushes			14,470
Buttons, and parts of			3,713
Cars, automobiles, and other vehicles:			
Automobiles, and parts of—			
Commercial.....No.	34	70	82,957
Passenger.....No.	3,423	2,142	2,378,380
Parts of (not including engines and tires)			422,200
Cars for steam and other railways			8,691
Bicycles, tricycles, etc			23,067
Motorcycles.....No.	1,364	1,874	252,478
Wagons.....No.	172	53	14,219
Wheelbarrows, pushcarts, etc			10,204
All other			77,881
Celluloid, and manufactures of			6,232
Chalk, manufactures of			976
Chemicals, drugs, dyes, and medicines:			
Acids			18,720
Alcohol, wood.....galls.		10,011	
Baking powder.....lbs.	821,773	1,689,673	241,845
Bark, extracts for tanning			24,332
Calcium carbide.....lbs.	301,751	305,768	12,888
Coal-tar distillates, n. e. s			
Dyes and dyestuffs			7,519
Formaldehyde			
Glycerin.....lbs.		45,312	
Infants' food			
Medicinal and pharmaceutical preparations			62,044
Petroleum jelly			14,753
Potash—			
Chlorate.....lbs.		90,560	
All other			
Roots, herbs, and barks, n. e. s			2,882
Soda, salts and preparations of			118,113
Sulphur or brimstone.....tons.	9,101	4,534	203,111
All other			234,649
Chewing gum			10,963
Clocks and watches:			
Clocks, and parts of			46,598
Watches, and parts of			20,820
Cocoa and chocolate			271
Coffee, roasted or prepared.....lbs.	1,405	21,928	349
Confectionery			27,855
Copper:			
Refined copper in ingots, bars, or other forms..lbs.	7,183	61,432	2,747
Pipes and tubes.....lbs.		31,377	
Plates and sheets.....lbs.		47,968	
Wire.....lbs.	15,212	283,842	5,358
manufactures of			13,523

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orts of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
AFRICA—Continued.				
ITISH AFRICA—SOUTH—continued.				
ıfactures of			$4,202	$11,987
factured—Linters lbs.	625,984	707,470	49,316	52,058
tures of—				
ets and comforts				48,470
—				
leached yds.	1,631,117	2,605,956	200,161	514,877
ached yds.	458,943	435,077	50,298	86,998
ired—				
rinted yds.	160,223	697,541	16,305	123,380
yed in the piece yds.	127,156	1,278,333	14,861	277,493
ll other yds.	1,814,713	651,634	262,053	164,746
g apparel—				
ts			96,426	145,705
goods			264,099	370,033
ther			189,966	163,792
er manufactures of			158,770	115,151
oods, teeth and all other			24,020	18,300
, stone, and china ware			985	2,911
al ı achinery, appliances, and instruments:				
ies			45,782	149,881
os or generators			3,406	8,071
No.	194	465	2,905	6,728
ng and cooking apparatus				7,133
ated wire and cables			28,303	51,948
s, incandescent No.	160,908	424,120	26,288	74,520
etos, spark plugs, etc				52,877
s and other measuring instruments			9,307	21,164
rs			97,372	133,451
stats and controllers				8,544
hes and accessories				16,722
sformers			41,050	49,758
ther			205,320	170,795
ives:				
ridges, loaded			42,611	126,571
s				27,861
ls and projectiles, loaded				6,670
ther			216,742	40,777
izers tons	89	347	5,311	28,900
, vegetable, manufactures of:				
s of hemp, jute, etc			8,083	16,028
dage lbs.	166,291	89,325	32,607	29,591
ine—				
linder lbs.	302,635	546,750	38,349	115,591
ll other			29,345	5,339
other manufactures of			12,783	10,983
extinguishers			9,335	8,554
:				
mon, canned lbs.	1,421,021	1,203,714	157,853	161,423
nned fish (except salmon and shellfish)			15,976	64,587
l other (including shellfish)			2,424	5,694
oring extracts			755	7,345
paper			7,314	18,540
it:				
reen, ripe, or dried			8,820	4,679
repared or preserved and canned			3,912	11,271
nixture of metal			17,638	29,888
ss and glassware:				
bottles, vials, demijohns, carboys, and jars			72,546	49,698
ylinder, crown, and common window glass box, 50 sq. ft.	16,171	4,040	72,873	24,847
plate glass sq. ft.	21,713	20,020	10,157	12,739
All other			103,434	57,732
ucose (corn sirup) lbs.	1,753,698	2,399,981	53,622	135,828
ne lbs.	24,345	124,105	3,876	28,872
old and silver, manufactures of, including jewelry			14,487	21,149
ease:				
Lubricating			126,731	73,703
Soap stock, and other			32,304	3,659
air, animal, manufactures of			3,091	13,399
ials and materials for			807	7,991
lops lbs.	55,218	184,838	7,429	32,150
household and personal effects			28,677	28,399

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Exports of merchandise, years ending June 30, 1917 and 1918—Contin

Countries and articles.	Quantities.		Va
	1917	1918	1917
AFRICA—Continued.			
BRITISH AFRICA—SOUTH—continued.			
India rubber, manufactures of:			
Belting, hose, and packing			$361,432
Boots and shoes—			
Boots.....pairs	3,527	1,677	11,777
Shoes.....pairs	25,587	46,248	12,073
Tires—			
For automobiles			391,211
All other			97,621
All other manufactures of			75,211
Ink: Printer's and other			7,180
Instruments, and apparatus for scientific purposes:			
Optical instruments			20,729
All other			9,451
Iron and steel:			
Bar iron.....lbs	677,431	1,051,634	16,622
Bars or rods of steel.....lbs	2,563,471	4,213,561	113,083
Bolts, nuts, rivets, and washers.....lbs	2,854,384	1,332,674	141,000
Castings, n. e. s.			14,079
Chains			
Cutlery—			
Razors			17,448
All other			38,653
Enamel ware			59,816
Firearms			21,087
Hardware, builders':			
Locks			73,050
Hinges and other			62,048
Other hardware			
Hoop, band, and scroll.....lbs	647,846	1,730,660	33,457
Horseshoes.....lbs	962,997	1,009,592	40,649
Machinery, machines, and parts of, n. e. s.—			
Adding and calculating machines.....No	18	173	2,634
Air-compressing machinery			4,220
Cash registers.....No	387	58	28,835
Concrete mixers			
Cream separators.....No	25	58	864
Elevators and elevator machinery			2,306
Engine, and parts of—			
Internal combustion engines—			
Gas, stationary.....No	77	1	6,297
Gasoline—			
Marine.....No	82	13	12,334
Stationary.....No	203	110	22,167
All other.....No	25	56	7,966
Steam engines—Locomotives.....No		14	
All other engines.....No	46	256	10,605
Parts of			117,777
Excavating machinery			
Laundry machinery			7,709
Lawn mowers			3,596
Metal-working machinery, etc.			143,582
Milling machinery, flour and grist			8,477
Meters, gas and water			692
Mining machinery—			
Oil-well machinery			3,442
All other			736,815
Printing presses			8,654
Pumps and pumping machinery			114,975
Refrigerating machinery			1,614
Sewing machines			50,264
Shoe machinery			8,145
Textile machinery			15,022
Typewriting machines			93,493
Windmills			236,256
Woodworking machinery—			
Sawmill machinery			456
All other			6,107
All other, and parts of			214,501
Nails and wood screws—			
Cut nails.....lbs	106,622	111,533	3,321
Wire nails.....lbs	1,324,449	1,370,904	59,767
All other (including tacks).....lbs	425,914	458,156	20,890
Wood screws			
Pipes and fittings—			
Cast.....lbs	2,507,507	3,840,701	92,234
Wrought.....lbs	3,137,602	2,442,526	156,897

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
AFRICA—Continued.				
BRITISH AFRICA—SOUTH—continued.				
i steel—Continued.				
oad spikes.....lbs..	55,840	72,747	$1,787	$4,480
of steel, for railways.....tons..	8,894	1,496	398,554	90,882
vay track material, such as switches frogs, fish-tes, etc. (except rails and spikes).....			60,488	45,286
.....No..	77	2	7,405	79
s and balances.....			27,088	22,943
ts and plates—				
lvanized iron and steel sheets.....lbs..	10,166,899	12,238,846	496,000	1,121,888
n sheets and plates.....lbs..	196,662	1,126,362	9,107	94,681
eel plates.....lbs..	2,617,351	5,131,520	92,692	362,781
eel sheets.....lbs..	296,017	1,443,751	14,127	122,994
es and ranges, and parts of.....			69,623	87,460
ctural iron and steel.....tons..	1,512	744	95,580	73,941
plates, and manufactures of—				
in plates, terneplates, and tagers' tin.....lbs..	3,120,416	2,238,177	183,832	211,985
ll other manufactures of.....			26,334	37,131
ls—				
xes.....No..	28,278	33,146	17,499	24,902
ugers, bits, and drills.....				25,003
iles and rasps.....				76,495
Hammers and hatchets.....			21,535	22,034
Saws.....			39,072	64,526
Shovels and spades.....			22,764	31,896
All other.....			207,203	187,019
ire, and manufactures of—				
Barbed wire.....lbs..	,871,052	5,044,055	86,509	266,883
All other.....lbs..	2,759,705	4,430,568	124,741	245,733
Manufactures of—				
Wire ropes and cables.....				19,651
Woven-wire fencing.....			22,703	33,658
All other.....			74,485	89,204
ll other manufactures o iron and steel.....			287,708	472,903
mps, chandeliers, and other devices for illuminat-ng purposes (except electric).....			75,916	119,183
ad, manufactures of.....			45,811	35,846
ather:				
Belting.....			109,171	50,175
Carriage, automobile, and upholstery.....			983	7,705
Sole.....lbs..	172,884	38,679	103,598	27,896
Upper, calf, kid, and other.....			14,336	118,327
All other leather.....			18,857	35,564
Manufactures of—				
Boots and shoes—				
Children's.....pairs..	27,593	71,763	29,693	101,959
Men's.....pairs..	259,443	471,707	563,582	1,459,673
Women's.....pairs..	96,996	351,911	216,238	953,616
Slippers.....pairs..	555	4,747	1,200	5,586
Harness and saddles.....			6,831	4,561
All other.....			52,324	47,541
eather, imitation.....			45,906	103,309
Salt.....bush..	32,450	8,468	49,613	14,243
feat and dairy products:				
Meat products—				
Beef products—				
Beef, canned.....lbs..	230,924	105,641	50,323	24,439
Beef, pickled and cured.....lbs..	52,645	54,430	6,174	8,115
Oleo oil.....lbs..	26,894	.....	6,320	.....
Hog products—				
Bacon and other cured.....lbs..	44,378	15,203	10,850	4,554
Hams and shoulders, cured.....lbs..	22,868	65,815	5,381	20,486
Lard.....lbs..	737,229	82,195	137,731	19,106
Pork, canned.....lbs..	99,139	28,987	18,667	9,006
Lard compounds, and substitutes for.....lbs..	39,322	17,265	6,072	3,210
Sausage, canned.....lbs..	204,791	70,677	44,837	19,352
Sausage, all other.....lbs..	57,411	7,095	17,488	2,062
Sausage casings.....lbs..	198,035	167,777	54,968	68,779
Stearin from animal fats.....lbs..	37,272	148,880	4,140	33,021
Meat products, n. e. s.—				
Canned.....			45,247	39,804
All other.....			726	9,475
Dairy products—				
Cheese.....lbs..	35,388	21,776	10,070	6,657
Milk, condensed.....lbs..	2,298,910	9,481,239	227,196	1,146,093
All other.....			378	1,340

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Exports of merchandise, years ending June 30, 1917 and 1918—Continue

Countries and articles.	Quantities.		Valu	
	1917	1918	1917	
AFRICA—Continued.				
BRITISH AFRICA—SOUTH—continued.				
Metal polish			$4,440	
Metals, metal compositions, n. e. s.—				
Babbitt metal lbs.	14,233	124,327	2,648	
All other			8,858	
Mucilage and paste			10,853	
Musical instruments:				
Organs No.	257	222	9,842	
Pianos (including player pianos) No.	438	825	50,661	
All other, and parts of			3,926	
Naval stores:				
Rosin bbls.	6,156	18,397	41,603	
Tar, turpentine, and pitch bbls.		99		
Turpentine, spirits of galls.	142,575	60,000	82,559	
Notions			8,440	
Oilcloth and linoleum, n. e. s.:				
For floors sq. yds.	6,763	22,100	3,487	
All other			6,997	
Oils:				
Animal (except whale) galls.	4,143	1,831	4,037	
Mineral—				
Refined or manufactured—				
Gas oil and fuel oil galls.	64,575	4,950	5,064	
Illuminating oil galls.	11,835,109	5,640,750	1,246,642	
Lubricating and heavy paraffin galls.	4,208,801	3,072,651	1,000,617	
Naphthas, n. e. s.—				
Gasoline galls.	3,438,359	2,414,240	752,051	
All other galls.	1,485,304	1,469,200	353,979	
Vegetable, fixed or expressed—				
Corn oil lbs.	551,306	106,830	69,086	
Cottonseed oil lbs.	261,455	47,140	30,870	
Linseed or flaxseed galls.		38,807		
All other			66,296	
All other			6,288	
Paints, pigments, colors, and varnishes:				
Dry colors			23,692	
Ready-mixed paints galls.	16,472	6,755	18,586	
Varnishes galls.	1,531	5,294	1,748	
White lead lbs.	67,012	1,023,869	4,901	
All other (including crayons)			41,773	
Paper:				
Bags			97,477	
Books, maps, charts, etc., and other printed matter			55,003	
Boxes and cartons			29,134	
Carbon paper			4,620	
Paper board (strawboard, etc.)			48,455	
Playing cards			10,168	
Printing paper—				
News print lbs.	967,898	2,669,713	43,183	
All other lbs.	1,879,206	2,636,557	129,216	
Tissue and toilet paper			(a)	
Wax paper			(a)	
Wrapping paper lbs.	807,095	982,135	59,007	
Writing paper and envelopes			76,679	
All other manufactures of			36,233	
Paraffin and paraffin wax lbs.	14,885,872	4,392,719	537,917	
Pencils (except slate) and pencil leads			12,631	
Pens			1,549	
Perfumeries, cosmetics, and all toilet preparations			132,290	
Phonographs, graphophones, etc., and records and materials for			12,947	
Photographic goods:				
Cameras			318	
Motion-picture films, exposed lin. ft.	364,564	1,398,388	32,357	
All other goods and apparatus			2,918	
Plaster boards, and other			6,204	
Plated ware (except cutlery and jewelry)			5,554	
Plumbago, and manufactures of			3,210	
Quicksilver lbs.	16,050	28,800	23,878	
Refrigerators			5,404	
Roofing felt and similar materials			64,398	
Seeds			8,377	
Shoe findings			14,704	
Silk, manufactures of			11,418	
Silk, artificial, manufactures of			3,576	

a Included in "All other paper" prior to 1918.

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
AFRICA—Continued.				
BRITISH AFRICA—SOUTH—continued.				
Soap:				
Toilet or fancy			$58,446	$61,824
All other ..... lbs.	241,647	525,619	11,889	33,720
Spirits, wines, malt liquors, and other beverages:				
Rum ..... pf. galls.	905	272	527	160
All other			1,557	5,405
Starch ..... lbs.	553,573	2,403,383	19,368	151,547
Stone (including marble), and manufactures of			25,878	24,544
Sugar and molasses:				
Molasses and sirup ..... galls.	89,455	11,619	38,806	13,018
Sugar, refined ..... lbs.	621,548	200,974	46,754	16,105
Surgical appliances (not including instruments)			16,975	46,754
Suspenders and garters				18,489
Tobacco:				
Unmanufactured—Leaf ..... lbs.	350,384	242,180	84,029	72,260
Manufactures of—				
Cigarettes ..... M.	6,000		9,278	
All other			3,345	4,674
Toys			52,236	93,485
Trunks, valises, and traveling bags			7,287	8,370
Typewriter ribbons			7,302	6,062
Vegetables:				
Pickles and sauces			12,761	21,988
Vegetables, canned			22,792	26,799
All other			2,826	6,830
Wallboard (substitute for plaster)				1,487
Wax, manufactures of			6,187	9,504
Wood:				
Timber—				
Pitch pine ..... M ft.	6,857	4,303	150,791	126,869
All other ..... M ft.	66	913	3,276	11,712
Lumber—				
Boards, planks, and scantlings—				
Fir ..... M ft.	4,119	4,109	49,033	65,745
Gum ..... M ft.	513	346	22,140	14,758
Oak ..... M ft.	136	2,673	9,279	178,919
Pine—				
White ..... M ft.	1,389	1,453	55,316	90,939
Yellow—				
Pitch ..... M ft.	2,704	2,717	58,369	79,147
All other ..... M ft.	81	153	5,174	7,409
Poplar ..... M ft.	441	523	27,665	37,274
Redwood ..... M ft.	160	206	4,601	10,935
All other ..... M ft.	185	336	9,186	22,318
Shooks—				
Box			21,019	31,604
All other ..... No.	11,813		42,251	
Staves ..... No.	343,160	159,483	25,473	20,570
All other lumber			7,885	14,959
Doors, sash, and blinds			19,474	10,768
Furniture			68,754	34,013
Trimmings, moldings, etc			26,429	48,273
Woodenware			5,424	4,982
All other manufactures of			106,647	61,720
Wool, manufactures of:				
Wearing apparel			39,559	41,637
All other			8,154	22,902
Zinc:				
Spelter in pigs, etc.—				
Produced from domestic ore ..... lbs.	392,166	32,207	62,302	3,063
Produced from foreign ore ..... lbs.		511,341		48,523
Rolled in sheets, etc ..... lbs.	4,356,037	5,990,436	644,727	926,094
All other manufactures of			139	4,834
All other articles			20,591	46,978
Total domestic exports			24,086,665	35,178,644
Total foreign exports			99,450	21,076
Total exports			24,086,811	35,199,720

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Value
	1917	1918	1917
AFRICA—Continued.			
BRITISH AFRICA—EAST.			
Agricultural implements, and parts of:			
Plows and cultivators			$3,660
All other			4,767
Brass, and manufactures of			33
Breadstuffs:			
Oatmeal and rolled oats ..lbs..	5,500	84,240	625
Preparations of, for table food			139
Wheat flour ..bbls..	86	65	697
All other breadstuffs			483
Cars, automobiles, and other vehicles:			
Automobiles, and parts of—			
Automobiles—Passenger ..No..	94	112	56,681
Parts of (not including engines and tires)			9,289
Carriages ..No..	24		3,256
Cars, passenger and freight, and parts of—For other than steam railways			49,159
Motor cycles ..No..	32	155	5,033
All other, and parts of			6,576
Chemicals, drugs, dyes, and medicines:			
Medicines, patent or proprietary			1,223
Petroleum jelly			
Sulphur or brimstone, crude ..tons..	52	50	2,152
All other			3,286
Clocks and watches, and parts of			1,437
Cocoa and chocolate			
Copper, manufactures of			14,581
Cotton, manufactures of:			
Cloths—			
Unbleached ..yds..	9,006,058	4,704,200	552,277
Bleached ..yds..	120,085	24,477	11,823
Colored ..yds..	40,645	77,847	5,458
Wearing apparel			1,501
All other			11,420
Electrical machinery, appliances, and instruments:			
Lamps—Incandescent—Metal filament ..No..	26,950	8,449	5,725
All other			4,573
Explosives, cartridges, loaded			19,697
Fertilizers ..tons..		64	
Fibers, vegetable, manufactures of			1,189
Fish:			
Salmon, canned ..lbs..	25,608	57,275	2,543
Canned fish (except salmon and shellfish)			810
Fruits			2,991
Furniture of metal			425
Glass and glassware			5,044
Grease:			
Lubricating			5,760
Soap stock, and other			911
Household and personal effects			100
India rubber, manufactures of:			
Belting, hose, and packing			279
Tires—			
For automobiles			20,163
All other			3,531
All other manufactures of			618
Iron and steel:			
Bar iron ..lbs..		262,000	
Bars or rods of steel ..lbs..	293,679	69,405	17,373
Bolts, nuts, rivets, and washers ..lbs..	60,046	3,700	2,715
Enamel ware			4,230
Firearms			1,096
Hardware, builders'—			
Locks			10,034
Hinges, and other			225
Other hardware			
Machinery, machines, and parts of—			
Elevators and elevating machinery			7,410
Engines, and parts of—			
Internal-combustion engines—Gasoline—Marine ..No..	17		2,854
Steam engines—Locomotives ..No..		14	
All other engines ..No..	4	2	831
Parts of			5,610

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:ports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
AFRICA—Continued.				
BRITISH AFRICA—EAST—continued.				
steel—Continued.				
ery, machines, and parts of—Continued.				
-working machinery (including metal-work-				
machine tools)			$2,839	$8,621
ng machines			1,549	514
writing machines			4,038	6,391
ther			5,902	7,199
wire lbs.	329,180	499,155	14,600	30,594
nd fittings, wrought lbs.	1,250	69,548	80	13,663
or railways, of steel tons.	5,734	352	262,060	21,207
y track material, such as switches, frogs, fish-				
s, etc. (except rails and spikes)			75,640	781
and plates—				
anized lbs.	269,812	1,104,170	10,546	86,176
sheets and plates lbs.	77,091	53,879	6,528	3,100
l plates lbs.		110,823		3,002
l sheets lbs.		90,910		6,617
s and ranges, and parts of			1,588	254
tural iron and steel tons.	742	15	72,641	1,971
lates, terneplates, and taggers tin lbs.	61,803	24,640	4,984	2,150
n. e. s.—				
es No.	1,552	4,440	687	3,584
other			3,498	1,703
, and manufactures of—				
re lbs.	49,238	330,588	2,325	23,960
nufactures of			1,698	8,285
ther manufactures of iron and steel			12,509	11,794
, chandeliers, and all other devices for illumi-				
ng purposes (except electric)			12,415	3,589
manufactures of			1,201	730
er:				
ing			1,913	
per			321	940
nufactures of—				
oots and shoes—				
Children's pairs.	851	214	1,558	624
Men's pairs.	687	570	1,773	1,656
Women's pairs.	494	1,052	1,062	5,352
other			327	1,041
and dairy products:				
at products—Beef, pickled, and other cured lbs.	12,580	22,000	1,406	5,950
iry products—Milk, condensed and evaporated lbs.		308,250		39,763
l other meat and dairy products			2,834	18,457
ical instruments, and parts of			458	1,838
al stores			350	2,517
:				
ineral—Refined or manufactured—				
Illuminating oil galls.	2,998,353	622,100	181,421	92,405
Lubricating and heavy paraffin oil galls.	89,242	103,094	24,858	32,899
Naphthas and all light products of distillation—				
Gasoline galls.	162,000	43,200	32,676	14,963
All other galls.	72,000	48,000	18,258	20,000
egetable—Fixed or expressed—				
Cottonseed lbs.	4,500	3,750	666	600
All other			3,816	9,353
ints, pigments, colors, and varnishes			916	23,154
per, and manufactures of			5,139	2,711
Books, music, etc			884	5,122
Wrapping paper lbs.	11,070	91,501	929	5,012
raffin and paraffin wax lbs.	31,702		1,268	
rfumery, cosmetics, and all toilet preparations			2,940	2,072
oofing felt and similar materials			4,866	1,806
ap			1,881	5,347
pirits, wines, malt liquors, and other beverages:				
Spirits, distilled—Whisky—Rye pf. galls.	450	300	900	525
All other			789	1,786
obacco:				
Unmanufactured—Leaf lbs.	13,341	1,280	1,574	320
Manufactures of—				
Cigarettes M.		10,000		23,650
Plug lbs.	29,350	44,188	6,252	10,258
All other			84	

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Exports of merchandise, years ending June 30, 1917 and 1918—Continu

Countries and articles.	Quantities.		Val
	1917	1918	1917
AFRICA—Continued.			
BRITISH AFRICA—EAST—continued.			
Vegetables			$1,476
Wood:			
Lumber—			
Shooks			526
All other			1,155
Furniture			2,406
All other manufactures of			1,458
All other articles			3,454
Total domestic exports			1,679,065
Total foreign exports			4,470
Total exports			1,683,535
CANARY ISLANDS.			
Abrasives			1,945
Aluminum, and manufactures of			3,016
Blacking (including shoe paste, etc.)			724
Brass:			
Bars, plates, sheets, etc.....lbs.	4,063		1,357
All other manufactures of			1,851
Breadstuffs:			
Corn.....bush.	12,504		20,629
Preparations of, for table food			3,603
Wheat flour.....bbls.	2,046		17,971
All other breadstuffs			18
Candles.....lbs.	26,450		2,005
Cars, automobiles, and other vehicles:			
Automobiles, and parts of—			
Passenger.....No.	31	15	24,525
Parts of (not including engines, etc.)			3,261
Motorcycles.....No.	5		984
Cement, hydraulic.....bbls.		2,750	
Chemicals, drugs, dyes, and medicines:			
Dyes and dyestuffs			25,073
Medicinal and pharmaceutical preparations			3,877
All other			4,702
Coal, bituminous.....tons.	7,415		29,511
Cocoa and chocolate, prepared or manufactured (not including confectionery)			2,394
Coffee.....lbs.	91,330	25,137	14,707
Copper, and manufactures of			
Cotton, manufactures of:			
Cloth—			
Unbleached.....yds.	76,065	800	14,377
Bleached.....yds.	81,510	23,552	9,400
Colored.....yds.	404,444	1,989	53,934
Wearing apparel—			
Knit goods			2,493
All other			594
All other manufactures of			1,291
Fibers, vegetable, manufactures of:			
Cordage.....lbs.	9,458	21,952	1,670
Twine			94
Fish: Salmon—			
Canned.....lbs.	7,200	836	432
All other			1,140
Glass and glassware			4,279
Grease, lubricating			1,338
India rubber, manufactures of			97
Iron and steel:			
Hardware—			
Builders'			2,412
Other hardware			
Machinery, machines, and parts of—			
Cash registers.....No.	18		3,545
Engines.....No.	6	1	600
Metal-working machinery			10
Meters—Gas and water			
Pumps and pumping machinery			705
Sewing machines			166
Typewriting machines			6,936
Windmills			1,440
All other, and parts of			969

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
AFRICA—Continued.				
CANARY ISLANDS—continued.				
Iron and steel—Continued.				
Nails and spikes—				
Wire nails.....lbs..	864,367	.....	$37,086	.....
All other, including tacks.....lbs..	.....	36,000	.....	$1,650
Pipes and fittings, wrought.....lbs..	33,844	114,400	1,729	6,485
Stoves and ranges, and parts of.....	.....	.....	16	.....
Tools, n. e. s.....	.....	.....	1,782	.....
Wire, and manufactures of—				
Wire.....lbs..	44,800	.....	2,067	.....
Manufactures of.....	.....	.....	1,094	90
All other manufactures of.....	.....	.....	7,482	370
Leather:				
Patent.....	.....	.....	3,294	.....
Sole.....lbs..	43,861	15,485	19,321	7,022
Upper—				
Calf.....sq. ft..	2,940	.....	1,454	.....
Kid.....sq. ft..	131,116	3,270	60,512	1,506
All other leather.....	.....	.....	2,008	950
Manufactures of—Boots and shoes.....pairs..	1,040	.....	1,325	.....
Meat and dairy products:				
Meat products—				
Beef products—				
Beef, canned.....lbs..	7,423	.....	1,433	.....
Beef, pickled, or other cured.....lbs..	6,400	.....	1,114	.....
Hog products—				
Bacon.....lbs..	62,411	909	11,648	231
Hams and shoulders, cured.....lbs..	21,319	.....	4,987	.....
Lard.....lbs..	163,322	15,037	32,233	3,263
Pork, pickled.....lbs..	4,900	.....	939	.....
Lard compounds, and other substitutes for lard.....lbs..	9,000	.....	1,651	.....
Sausage.....lbs..	9,120	250	2,691	90
All other meat products—				
Canned.....	.....	.....	285	38
All other.....	.....	.....	454	.....
Dairy products—				
Butter.....lbs..	8,130	.....	2,169	.....
All other.....	.....	.....	685	1,200
Musical instruments, and parts of.....	.....	.....	242	.....
Oils:				
Mineral—Refined or manufactured—				
Fuel and gas.....galls..	.....	54,713	.....	3,283
Illuminating.....galls..	475,310	273,050	47,719	32,130
Lubricating, and heavy paraffin.....galls..	31,740	10,136	8,770	2,295
Naphthas, n. e. s.....galls..	201,900	134,400	40,641	31,800
All other oils.....	.....	.....	1,981	.....
Paints, pigments, colors, and varnishes:				
Dry colors.....	.....	.....	3,839	.....
All other, including crayons.....	.....	.....	1,309	779
Paper:				
Books, music, maps, engravings, etc.....	.....	.....	810	58
All other.....	.....	.....	1,478	111
Perfumeries, cosmetics, etc.....	.....	.....	3,719	702
Seeds.....	.....	.....	1,763	.....
Sugar, refined.....lbs..	56,442	.....	2,973	.....
Tobacco:				
Unmanufactured—				
Leaf.....lbs..	310,578	343,795	43,040	66,450
Stems, etc.....lbs..	14,640	.....	952	.....
Manufactures of—				
Plug.....lbs..	2,000	.....	460	.....
All other.....	.....	.....	2	1
Umbrellas and parasols.....	.....	.....	5,641	255
Vegetables.....	.....	.....	294	63
Wood:				
Lumber—Boards, planks, and scantling—Pine—				
Yellow pine.....M ft..	4,510	.....	103,332	.....
Furniture.....	.....	.....	101	.....
Wool, manufactures of.....	.....	.....	1,576	.....
All other articles.....	.....	.....	9,313	4,398
Total domestic exports.....	.....	.....	749,579	225,778
Total foreign exports.....	.....	.....	4,909	454
Total exports.....	.....	.....	754,488	226,232

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Exports of merchandise, years ending June 30, 1917 and 1918—Continue

Countries and articles.	Quantities.		Valu
	1917	1918	1917
AFRICA—Continued.			
EGYPT.			
Agricultural implements, and parts of			$2,270
Animals:			
Horses ..... No.	6,677	759	1,593,500
Mules ..... No.	32,797	1,016	6,941,460
Asbestos, manufactures of			15,245
Blacking (including shoe paste, etc.)			15,130
Breadstuffs:			
Oats ..... bush.	19,095		12,412
Wheat flour ..... bbls.	1,072	20,791	5,000
Brushes			2,041
Buttons			1,770
Cars, automobiles, and other vehicles:			
Automobiles, and parts of—			
Commercial ..... No.	4		9,624
Passenger ..... No.	38	21	22,113
Parts of (not including engines, etc.)			2,623
Motorcycles ..... No.	39		7,251
All other, and parts of			1,071
Chemicals, drugs, dyes, and medicines:			
Dyes and dyestuffs			5,546
Infants' food			
Medicinal and pharmaceutical preparations			15,403
Soda, salts, and preparations of			32,891
All other			39,197
Chewing gum			7,783
Clocks and watches, and parts of			7,496
Coal, bituminous ..... tons.	63,679		197,708
Cocoa and chocolate, prepared or manufactured (not including confectionery)			3,622
Confectionery			2,954
Copper:			
Plates and sheets ..... lbs.	90,189		41,987
Wire ..... lbs.	24,847		7,000
All other manufactures of			2,095
Cotton, manufactures of:			
Cloth—			
Unbleached ..... yds.	89,044	551,250	8,619
Colored ..... yds.	56,887	2,459	6,345
Wearing apparel—			
Knit goods			26,970
All other			6,069
All other manufactures of			8,318
Dental goods			18,574
Electrical machinery, appliances, and instruments:			
Dynamos or generators			5,471
Lamps—Incandescent—Metal filament ..... No.	13,016		2,880
Meters and other measuring instruments			894
Motors			14,600
All other			5,930
Fibers, vegetable, manufactures of			15
Fire extinguishers			50
Fish: Salmon, canned ..... lbs.		261,673	
Fruits:			
Apricots, dried ..... lbs.	32,799		3,690
All other, green, ripe, or dried			643
Prepared or preserved—Canned			25,205
Furniture of metal			2,053
Glass and glassware			4,252
Glucose ..... lbs.	173,327		4,377
Grease			828
Hops ..... lbs.	29,118		2,968
Household and personal effects			2,223
India rubber, manufactures of			4,834
Iron and steel:			
Bars or rods of steel ..... lbs.	391,321	95,978	9,499
Bolts, nuts, rivets, and washers ..... lbs.	177,267	777	10,409
Cutlery—			
Razors			11,019
All other			8,065
Hardware, builders'—			
Locks			3,020
Hinges and other			2,624
and scroll ..... lbs.	94,080	5,600	2,915

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xports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
AFRICA—Continued.				
EGYPT—continued.				
steel—Continued.				
ery, machines, and parts of—				
nes, and parts of—				
am engines—Locomotives.....No..	24	5	$107,880	$147,000
other engines.....No..	11	2	2,319	200
rts of.....	.....	.....	27,035	4,385
l-working machinery.....	.....	.....	11,153	3,132
rs, gas and water.....	.....	.....	8,775	.....
ng machinery.....	.....	.....	4,575	122,632
igerating machinery.....	.....	.....	13,420	.....
ing machines.....	.....	.....	511	.....
ewriting machines.....	.....	.....	6,550	85
dworking machinery.....	.....	.....	3,325	1,444
other, and parts of.....	.....	.....	39,410	58,380
and wood screws—				
e nails.....lbs..	844,053	199,977	37,460	10,889
other, including tacks.....lbs..	38,875	15,320	2,417	1,620
and fittings—				
t.....lbs..	230,294	103,451	4,652	6,840
ought.....lbs..	24,068,376	6,128,136	953,718	556,954
for railways, of steel.....tons..	714	.....	33,545	.....
vay track material, etc.....	.....	.....	1,016	.....
s and plates—				
n sheets and plates.....lbs..	.....	58,944	.....	6,000
el—				
Plates.....lbs..	.....	1,456,199	.....	145,614
Sheets.....lbs..	47,502	.....	2,400	.....
es and ranges, and parts of.....	.....	.....	1,136	.....
ctural iron and steel.....tons..	751	.....	51,553	.....
plates, and manufactures of—				
n plates, terneplates, and taggers tin.....lbs..	595,280	.....	35,896	.....
l other manufactures of.....	.....	.....	2,826	567
ls, n. e. s.—				
ews.....	.....	.....	2,498	368
ll other.....	.....	.....	4,704	7,161
e, and manufactures of—				
Wire.....lbs..	119,333	140,481	6,215	4,301
anufactures of.....	.....	.....	2,888	174
other manufactures of iron and steel.....	.....	.....	41,207	20,196
s, chandeliers, etc. (except electric).....	.....	.....	2,952	.....
, manufactures of.....	.....	.....	2,769	864
ner:				
ting.....	.....	.....	9,113	1,145
tent.....	.....	.....	62,692	31,061
e.....lbs..	17,389	.....	8,383	.....
per—				
Calf.....sq. ft..	176,212	53,402	82,732	24,819
Kid.....sq. ft..	45,091	54,561	13,921	27,494
All other upper.....	.....	.....	29,728	4,131
l other leather.....	.....	.....	24,174	517
anufactures of—				
Boots and shoes—				
Children's.....pairs..	1,941	448	2,367	1,095
Men's.....pairs..	15,566	5,254	51,643	25,043
Women's.....pairs..	525	.....	1,042	.....
All other.....	.....	.....	2,232	9
t and dairy products:				
eat products—				
Beef products—Beef, canned.....lbs..	1,610	24,000	318	4,000
Hog products—Lard.....lbs..	18,060	560	3,802	136
All other meat products—				
Canned.....	.....	.....	11,701	973
All other.....	.....	.....	558	26,744
Dairy products—Milk, condensed and evaporated.....lbs..	.....	4,818,399	.....	656,953
All other.....	.....	.....	.....	1,348
sical instruments, and parts of.....	.....	.....	2,368	.....
ckel, nickel oxide, and matte.....lbs..	.....	60,822	.....	26,458
l: Mineral—Refined or manufactured—				
Illuminating.....galls..	12,795,487	.....	547,127	.....
Lubricating and heavy paraffin.....galls..	1,332,145	275,327	212,868	62,171
Naphthas, n. e. s.—				
Gasoline.....galls..	215,259	.....	40,900	.....
All other.....galls..	214,430	.....	40,742	.....

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Exports of merchandise, years ending June 30, 1917 and 1918—Continue

Countries and articles.	Quantities.		Valu
	1917	1918	1917
AFRICA—Continued.			
EGYPT—continued.			
Paints, pigments, colors, and varnishes:			
Varnish.....galls..	3,846	7,065	$3,860
All other, including crayons			919
Paper:			
Bags			
Books, music, maps, engravings, etc			28,990
Paper board (strawboard, etc.)			4,149
Playing cards			5,503
Printing paper.....lbs..	285,032	5,092	18,519
All other			6,921
Paraffin and paraffin wax.....lbs..	50,771		2,118
Perfumeries, cosmetics, etc			13,759
Photographic goods:			
Cameras			150
All other photographic goods			144
Shoe findings			247
Silk, manufactures of			472
Silk, artificial manufactures of			
Soap, toilet			10,335
Spirits, wines, malt liquors, and other beverages:			
Malt liquors—In bottles.....doz. qts..	2,051		2,559
Spirits, distilled—			
Rum.....pf. galls..	4,500		3,209
Whisky—Rye.....pf. galls..	1,611		3,285
Starch.....lbs..	235,500	178,500	9,430
Surgical appliances, not including instruments			1,216
Tobacco:			
Unmanufactured—Leaf.....lbs..	17,495	21,688	2,218
Manufactures of—			
Cigarettes.....M..	258		525
Plug.....lbs..	4,360	11,690	950
Vegetables, canned			5,270
Wood:			
Lumber—			
Boards, planks, and scantlings.....M ft..	48	140	1,618
Shooks, box			6,667
All other			2,658
Furniture			588
Hogsheads and barrels, empty			2,150
All other manufactures of			3,409
All other articles			20,948
Total domestic exports			11,924,543
Total foreign exports			8,623
Total exports			11,933,166
FRENCH AFRICA.			
Agricultural implements:			
Hayrakes and tedders			2,792
Mowers and reapers			25,053
Plows and cultivators			5,220
All other, and parts of			33,909
Brass, and manufactures of			283
Breadstuffs:			
Bread and biscuit.....lbs..	2,320	321,515	145
Preparations of, for table food			2,513
Rice.....lbs..	411,333	546,020	25,936
Wheat flour.....bbls..	1,452	5,463	11,783
All other breadstuffs			
Bronze, manufactures of			
Cars, automobiles, and other vehicles:			
Automobiles, and parts of—			
Commercial.....No..		18	
Passenger.....No..	41	121	13,315
Parts of			2,316
All other			726
Chemicals, drugs, dyes, and medicines:			
Alcohol, wood.....galls..	5	6,854	7
Sulphur, crude.....tons..	1,400		33,600
All other			2,322
[illegible].....tons..	141,419	15,014	420,703
[illegible] manufactures of			1,331

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
AFRICA—Continued.				
FRENCH AFRICA—continued.				
anufactures of:				
eached.....yds.	4,445	38,795	$674	$4,125
hed.....yds.	8,592	108,428	2,397	14,928
ed.....yds.	63,714	281,241	8,913	51,274
er.....	.....	.....	2,163	5,769
l machinery and appliances (except tives).....	.....	.....	206	3,004
egetable, etc.:				
.....	.....	.....	.....	11,000
twine.....lbs.	1,298,000	.....	167,888	.....
e.....lbs.	.....	145,664	.....	29,327
ier manufactures of.....	.....	.....	.....	2,265
fish products.....	.....	.....	74	8,110
.....	.....	.....	594	6,944
id glassware.....	.....	.....	2,023	6,187
lubricating.....	.....	.....	313	2,551
bber, and manufactures of.....	.....	.....	565	2,607
d steel:				
on.....lbs.	3,250	253,498	65	14,424
iel ware.....	.....	.....	4,454	5,013
ware—				
ilders'.....	.....	.....	1,155	7,081
her hardware.....	.....	.....	.....	659
inery, machines, and parts of—				
evators and elevator machinery.....	.....	.....	15,700	.....
gines, and parts of—				
Internal-combustion engines—				
Gasoline, traction, and caterpillar.....No.	8	1	8,305	1,124
All other, and parts of.....	.....	.....	6,589	5,911
lning machinery.....	.....	.....	.....	61,016
wing machines.....	.....	.....	1,058	415
ypewriting machines.....	.....	.....	2,651	7,885
ll other, and parts of.....	.....	.....	40,179	20,893
ls and wood screws—				
Wire nails.....lbs.	303,092	189,503	13,378	13,964
ll other (including tacks).....lbs.	137,701	80,282	8,970	7,092
ls for railways, steel.....tons.	4,193	.....	148,300	.....
llway track material.....	.....	.....	11,541	.....
lvanized iron and steel sheets.....lbs.	.....	180,263	.....	16,077
n sheets and plates.....lbs.	42,000	201,805	2,990	16,644
el sheets.....lbs.	125,449	140,770	6,656	12,456
uctural iron and steel.....tons.	.....	47	.....	5,129
n plates, and manufactures of—Tin plates, terne-plates, and taggers tin.....lbs.	1,679,993	.....	77,749	.....
ols, n. e. s.....	.....	.....	420	8,924
ire—				
Barbed.....lbs.	331	3,205	16	247
All other wire.....lbs.	821,241	37,001	35,334	2,718
Manufactures of.....	.....	.....	8,446	3,568
ll other manufactures of iron and steel.....	.....	.....	2,873	14,390
nps (except electric).....	.....	.....	10,345	8,090
ther:				
ll other leather.....	.....	.....	863	2,433
anufactures of—				
Boots and shoes—				
Men's.....pairs.	1,169	2,215	3,714	11,209
Women's.....pairs.	20	.....	45	.....
All other.....	.....	.....	2,149	133
tches.....	.....	.....	.....	1,480
at and dairy products:				
Meat products—				
Hog products—				
Bacon.....lbs.	103,995	29,562	23,521	6,667
Hams and shoulders.....lbs.	26,871	14,893	5,621	4,831
Lard.....lbs.	315,014	31,574	68,484	8,136
Pork, pickled.....lbs.	1,200	.....	202	.....
Sausage.....lbs.	43,783	8,534	14,835	2,750
Sausage casings.....lbs.	5,698	.....	2,050	.....
Dairy products—Milk, condensed.....lbs.	566,446	767,484	62,811	105,143
All other meat and dairy products.....	.....	.....	1,016	7,327

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Exports of merchandise, years ending June 30, 1917 and 1918—Continu

Countries and articles.	Quantities.		Val
	1917	1918	1917
AFRICA—Continued.			
FRENCH AFRICA—continued.			
Oils:			
Mineral, refined, etc.—			
Gasoline.....galls..	128,117	352,990	$32,823
Illuminating.....galls..	6,992,164	1,479,253	410,316
Lubricating.....galls..	42,896	79,151	10,727
Naphthas, etc., all other.....galls..	1,779,888	465,727	387,869
All other.....galls..	2,000	.....	187
Vegetable, fixed or expressed—			
Cottonseed.....lbs..	112,730	107,778	13,089
All other.....	.....	.....	18,500
Paints.....	880	.....	943
Paper, and manufactures of.....	.....	.....	265
Paraffin and paraffin wax.....lbs..	148,816	.....	5,461
Spirits, wines, malt liquors, etc.:			
Spirits, distilled—			
Alcohol (except wood).....pf. galls..	111,217	147,612	48,187
Rum.....pf. galls..	63,014	21,677	37,215
Malt liquor—In bottles.....doz. qts..	.....	7,549	.....
All other.....	.....	.....	286
Sugar, refined.....lbs..	1,279,096	1,018,695	82,971
Tobacco:			
Unmanufactured—			
Leaf.....lbs..	3,721,181	2,511,968	481,282
Stems, etc.....lbs..	21,298	.....	1,092
Manufactures of—			
Cigarettes.....M..	2,245	581	3,456
All other.....	.....	.....	2,015
Vegetables.....	.....	.....	80
Wood:			
Lumber—			
Boards, planks, etc.—Pine—Yellow—Pitch.M ft..	711	697	12,865
Shooks (except box).....No..	283	.....	2,139
All other.....	.....	.....	209
Hogsheads and barrels, empty.....	.....	.....	4,686
All other manufactures of.....	.....	.....	4,975
Zinc, pigs, bars, etc., from domestic ore.....lbs..	56,000	.....	9,520
All other articles.....	.....	.....	6,392
Total domestic exports.....	.....	.....	2,935,403
Total foreign exports.....	.....	.....	755
Total exports.....	.....	.....	2,936,158
GERMAN AFRICA.			
Breadstuffs: Wheat flour.....bbls..	30	.....	262
Iron and steel: Engines, parts of.....	.....	.....	.....
Sugar, refined.....lbs..	6,000	.....	482
All other articles.....	.....	.....	.....
Total domestic exports.....	.....	.....	744
Total foreign exports.....	.....	.....	2,548
Total exports.....	.....	.....	3,292
ITALIAN AFRICA.			
Cars, automobiles, and other vehicles: Automobiles—			
Passenger.....No..	3	.....	1,200
Chemicals, drugs, dyes, etc.....	.....	.....	12,953
Cotton, manufactures of.....	.....	.....	.....
Iron and steel:			
Nails and spikes—Wire nails.....lbs..	80,640	.....	3,653
All other manufactures of iron and steel.....	.....	.....	649
Oils, mineral, refined:			
Gasoline.....galls..	150,000	.....	24,000
Illuminating.....galls..	449,900	.....	44,900
All other articles.....	.....	.....	497
Total domestic exports.....	.....	.....	87,852
LIBERIA.			
Breadstuffs:			
Bread and biscuit.....lbs..	3,504	14,153	289
Rice.....lbs..	622,400	175,940	32,002
Wheat flour.....bbls..	1,256	509	11,517
[illegible]dstuffs..	.....	.....	384

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:ports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
AFRICA—Continued.				
LIBERIA—continued.				
mobiles, and other vehicles			$1,462	$134
biles—Passenger....No.	1	12	975	4,220
ydraulic....bbls.	266	300	591	608
s, drugs, dyes, etc.:				
medicines			283	1,305
er			187	1,673
manufactures of:				
....yds.	17,948	62,779	1,956	14,952
er			714	3,222
egetable, manufactures of			300	65
fish products			2,341	9,570
steel:				
l ware			10	2,832
....lbs.		42,692		2,129
ier manufactures of iron and steel			4,491	10,449
except electric)			105	1,303
factures of—Boots and shoes—				
's....pairs.	50	876	110	1,756
other....pairs.	166	811	256	1,551
her leather, etc			65	639
d dairy products:				
products—				
f products—				
eef, pickled, etc....lbs.	11,450	11,100	1,345	1,734
ll other			5	23
g products—				
ams and shoulders, cured....lbs.	5,335	4,336	1,092	1,415
ork, pickled....lbs.	8,960	1,100	1,206	206
ll other			665	914
l other meat products			267	873
y products—				
tter....lbs.	1,358	6,094	564	2,961
eese....lbs.	555	599	175	263
ilk, condensed and evaporated....lbs.	3,496	30,509	404	4,479
Mineral, refined or manufactured—				
minating....galls.	21,620	62,330	2,206	7,744
other....galls.	1,958	19,319	440	4,542
, and manufactures of			924	4,531
s, wines, malt liquors, etc			13	12,364
, refined....lbs.	80,647	13,898	5,976	1,219
eco:				
manufactured—Leaf....lbs.	100,070	91,811	14,744	16,904
nufactures of				1,485
tables:				
nned			828	738
l other			1,120	642
d:				
mber—				
Boards, planks, and scantlings—Pine, yellow....M ft.	69		4,253	
Shooks (except box)....No.		159		741
l other manufactures of			108	198
other articles			2,383	6,333
Total domestic exports			96,656	146,562
al foreign exports			11,471	4,708
Total exports			108,127	151,270
MADAGASCAR.				
rs, automobiles, and other vehicles:				
Automobiles—Passenger....No.	1	2	808	1,659
All other			221	175
emicals, drugs, dyes, etc			4,842	4,400
tton, manufactures of—Cloths:				
Unbleached....yds.	85,000	168,750	6,600	23,954
Bleached....yds.	19,880	1,992	1,988	817
All other manufactures of			17	1,862
ibers, vegetable, manufactures of: Cordage....lbs.		21,619		6,934
rease, lubricating			866	20

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Exports of merchandise, years ending June 30, 1917 and 1918—Continu

Countries and articles.	Quantities.		Val
	1917	1918	1917
AFRICA—Continued.			
MADAGASCAR—continued.			
Iron and steel:			
Bars or rods of steel ..... lbs.	153,808		$5,414
Bolts, nuts, rivets, and washers ..... lbs.	6,850	21,746	427
Hoop, band and scroll ..... lbs.		308,379	
Machinery, machines, and parts of—			
Elevators and elevator machinery			
Metal-working machinery			1,425
Oil-well machinery			3,320
Pumps and pumping machinery			1,252
All other			3,498
Nails and wood screws—			
Wire nails ..... lbs.		223,180	
All other (including tacks) ..... lbs.		23,571	
Pipes and fittings, wrought ..... lbs.	90,397	9,473	2,378
Structural iron and steel ..... tons.	180	155	16,213
Wire, and manufactures of			2,988
All other manufactures of iron and steel			7,651
Meat and dairy products: Dairy products—Milk, condensed and evaporated ..... lbs.		22,656	
Oils: Mineral, refined—			
Gasoline ..... galls.	40,000		6,400
Illuminating ..... galls.	190,000		19,000
Lubricating, etc ..... galls.	32,571		6,514
Wood, manufactures of			2,113
All other articles			3,536
Total domestic exports			97,454
MOROCCO.			
Agricultural implements:			
Mowers and reapers			4,547
All other			2,047
Breadstuffs: All other breadstuffs			343
Cars, automobiles, and other vehicles:			
Automobiles, and parts of—			
Passenger ..... No.	87	35	39,670
Parts of (not including engines, etc.)			2,431
Cars, for steam railways (except passenger)			23,790
All other			457
Coal, bituminous ..... tons.	1,023		8,581
Copper:			
Plates and sheets ..... lbs.	34,527		13,500
All other manufactures of			575
Fibers, vegetable, manufactures of: Cordage ..... lbs.	5,920		1,320
Glass and glassware			
Iron and steel:			
Bar iron ..... lbs.	221,420		7,584
Bars or rods of steel ..... lbs.		1,489,925	
Machinery, machines, and parts of—			
Metal-working machinery			5,528
Mining machinery			3,206
Sewing machines			117
Windmills			3,741
All other			8,044
Nails and wood screws—			
Wire nails ..... lbs.	10,700	93,200	459
All other (including tacks) ..... lbs.		9,170	
Pipes and fittings, wrought ..... lbs.	69,980		2,600
Galvanized iron and steel sheets ..... lbs.	215,912	352,949	17,965
Sheets and plates—Sheets, steel ..... lbs.	113,570	100,273	6,700
Plates, steel ..... lbs.		41,375	
Structural iron and steel ..... tons.		255	
Wire, and manufactures of			4,538
All other manufactures of iron and steel			3,642
Leather, manufactures of:			
Boots and shoes—Men's ..... pairs.	600		2,159
All other			6
Meat products			2,458
Hog products—			
Hams and shoulders, cured ..... lbs.	912	15,033	190
Sausage ..... lbs.	1,363	17,187	255

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
AFRICA—Continued.				
MOROCCO—continued.				
il, refined or manufactured—				
oline.....galls..	204,000	66,500	$53,970	$20,482
ninating.....galls..	587,129	57,560	57,079	7,460
ricating, etc.....galls..	59,877	165,873	16,021	35,787
able: Fixed or expressed—Linseed.....galls..	.....	10,000	.....	12,200
wines, malt liquors, etc.: Spirits, distilled—				
ol (except wood).....pf. galls..	11,707	.....	9,408	.....
efined.....lbs..	67,000	.....	3,586	.....
o, unmanufactured—Leaf.....lbs..	21,444	.....	2,554	.....
er articles.....	.....	.....	3,070	3,438
otal domestic exports.....	.....	.....	307,168	309,814
PORTUGUESE AFRICA.				
ltural implements:				
ers and reapers.....	.....	.....	5,748	120
ters and seeders.....	.....	.....	782	16,208
rs and cultivators.....	.....	.....	52,155	45,850
ther, and parts of.....	.....	.....	17,679	5,089
manufactures of.....	.....	.....	4,401	4,662
stuffs:				
ad and biscuit.....lbs..	31,355	58,894	1,533	5,525
n meal and corn flour.....bbls..	328	156	1,470	1,432
parations of, for table food.....	.....	.....	3,510	2,451
e.....lbs..	84,590	4,400	2,906	401
eat flour.....bbls..	13,317	6,023	96,860	82,621
other breadstuffs.....	.....	.....	1,854	107
automobiles, and other vehicles:				
tomobiles, and parts of—				
Commercial.....No..	1	.....	2,500	.....
Passenger.....No..	7	9	5,429	9,673
Parts of, not including engines and tires.....	.....	.....	5,339	1,160
rs for railways—				
r steam railways—				
Freight and other.....	.....	.....	.....	257,500
For other railways.....	.....	.....	.....	21,626
otorcycles.....No..	4	3	1,034	520
agons.....No..	14	36	565	4,310
ll other, and parts of.....	.....	.....	10,424	75,049
nent, hydraulic.....bbls..	880	1,530	1,819	3,616
micals, drugs, dyes, and medicines:				
cids.....	.....	.....	893	1,536
aking powder.....lbs..	40,738	55,350	10,843	16,543
alcium carbide.....lbs..	14,800	.....	521	.....
edicinal and pharmaceutical preparations.....	.....	.....	1,004	2,753
oda, salts, and preparations of.....	.....	.....	10,501	1,146
ll other.....	.....	.....	11,107	6,895
al, bituminous.....tons..	4,726	7,827	21,267	54,789
coa and chocolate.....	.....	.....	.....	4,008
pper:				
Plates and sheets.....lbs..	.....	21,518	.....	8,102
Wire.....lbs..	35,551	10,480	11,808	4,346
All other manufactures of.....	.....	.....	449	8,268
otton, manufactures of:				
Cloths—				
Unbleached.....yds..	446,799	48,031	27,324	9,043
Bleached.....yds..	8,804	111,821	1,508	15,389
Colored.....yds..	30,459	447,258	6,114	57,597
Wearing apparel—				
Knit goods.....	.....	.....	6,401	5,952
All other.....	.....	.....	8,947	6,033
All other.....	.....	.....	12,215	2,902
Electrical machinery, appliances, and instruments:				
Motors.....	.....	.....	2,452	1,200
Telephones.....	.....	.....	4	7,751
All other.....	.....	.....	7,093	16,167
Explosives: Cartridges, loaded.....	.....	.....	56,427	17,713
Fibers, vegetable, manufactures of.....	.....	.....	5,380	4,816
Fish:				
Salmon—				
Canned.....lbs..	138,580	52,298	13,291	7,207
Other.....	.....	.....	47	.....
Canned fish (except salmon and shellfish).....	.....	.....	1,616	4,428
All other fish and fish products.....	.....	.....	98	346

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued

Countries and articles.	Quantities.		Value
	1917	1918	1917
AFRICA—Continued.			
PORTUGUESE AFRICA—continued.			
Fruits and nuts			$2,346
Furniture of metal			1,216
Glass and glassware:			
Bottles, vials, etc			2,111
Window glass.....box, 50 sq. ft.	629	62	3,254
All other			4,122
Grease:			
Lubricating			65,606
Soap stock and other			12,490
Hops.....lbs.	27,700	6,920	4,252
Household and personal effects			1,794
India rubber, manufactures of:			
Belting, hose, etc			29,116
Tires for automobiles			
All other			2,735
Iron and steel:			
Bars or rods of steel.....lbs.	446,260	66,363	17,857
Bolts, nuts, rivets, and washers.....lbs.	306,204	69,709	16,623
Castings, n. e. s			2,819
Cutlery			2,959
Hardware—Builder's—			
Locks			3,655
Hinges and other			7,875
Machinery, machines, and parts of—			
Elevators, and elevator machinery			80
Engines and parts of—			
Steam engines—Locomotives.....No.	11		189,153
All other, and parts of			43,326
Metal-working machinery			13,007
Mining machinery			33,122
Pumps, and pumping machinery			13,013
Textile machinery			
Typewriting machines			3,001
Windmills			274
All other, and parts of			100,221
Nails and wood screws—			
Wire nails.....lbs.	345,031	46,810	14,048
All other (including tacks).....lbs.	59,606	71,186	3,282
Pipes and fittings—			
Cast.....lbs.	23,884	150,330	2,206
Wrought.....lbs.	658,017	718,802	25,768
Railroad spikes.....lbs.	55,235	17,420	2,290
Rails for railroads, steel.....tons.	6,244	2,101	276,820
Railway track material, switches, frogs, etc			54,499
Galvanized iron and steel sheets.....lbs.	4,561,512	2,079,602	227,781
Iron sheets and plates.....lbs.	240,616	31,191	14,113
Steel—			
Plates.....lbs.	778,628	142,294	26,260
Sheets.....lbs.	6,822	2,810	275
Stoves and ranges, and parts of			4,562
Structural iron and steel.....tons.	884	163	70,402
Tin plates, and manufactures of—			
Tin plates, terneplates, and taggers tin.....lbs.	181,333	42,249	7,525
All other manufactures of			2,069
Tools, n. e. s.—			
Axes.....No.	9,908	5,271	5,626
Augers, bits, and drills			
Files and rasps			
Hammers and hatchets			2,760
Saws			2,108
Shovels and spades			852
All other			19,589
Wire, and manufactures of—			
Barbed.....lbs.	166,968	177,420	6,326
Other.....lbs.	245,682	284,942	12,094
Manufactures of—			
Woven-wire fencing			6,640
All other			9,755
All other manufactures of iron and steel			80,181
Lamps, etc. (except electric)			4,955

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued.

Countries and articles.	Quantities.		Values.	
	1917	1918	1917	1918
AFRICA—Continued.				
PORTUGUESE AFRICA—continued.				
Leather:				
Belting			$9,150	$9,050
Sole.....lbs.	2,074		807	
All other leather			127	1,107
Manufactures of—				
Boots and shoes—				
Men's.....pairs.	1,717	311	5,469	1,063
Women's.....pairs.	834	409	1,947	1,165
All other			5,936	724
Matches				2,093
Meat and dairy products:				
Meat products—				
Beef products—Beef, canned.....lbs.	5,588	14,444	785	5,393
Hog products—				
Lard.....lbs.	34,515	10,842	7,026	2,576
All other			2,387	2,166
Stearin from animal fats.....lbs.	112,108		15,150	
All other meat products—				
Canned			4,917	947
All other			10,751	1,466
Dairy products—				
Milk, condensed.....lbs.	372,628	376,102	42,929	58,059
All other			898	1,351
Naval stores:				
Rosin.....bbls.	1,107	1	7,496	10
Turpentine, spirits of.....galls.	25,113	10,600	15,198	5,850
Oilcloth and linoleum			3,329	3,351
Oils:				
Mineral, refined or manufactured—				
Gasoline.....galls.	315,628	1,104,960	63,624	240,031
Illuminating.....galls.	2,142,672	1,794,075	223,685	216,372
Lubricating, etc.....galls.	1,404,516	810,861	308,875	223,716
Naphthas, all other.....galls.	242,053	48,000	65,086	20,000
Vegetable—Fixed or expressed—				
Cottonseed.....lbs.		4,500		859
All other			16,917	8,552
Paints, pigments, colors, and varnishes:				
Ready-mixed paints.....galls.	224	251	456	563
All other (including crayons)			4,638	3,973
Paper:				
Bags			8,218	3,699
All other			5,010	10,825
Paraffin and paraffin wax.....lbs.	3,780,986	82,662	147,435	4,964
Perfumery, cosmetics, etc			2,099	1,430
Roofing felt and similar materials			15,098	18,522
Soap			1,963	4,373
Spirits, wines, malt liquors, etc.:				
Spirits distilled, alcohol.....galls.		8,042		8,323
All other				2,663
Starch.....lbs.	6,616	38,574	239	2,770
Sugar, refined.....lbs.	489,730	275,390	33,897	21,638
Tobacco, unmanufactured: Leaf.....lbs.	31,250	105,481	4,024	18,731
Toys			807	2,959
Vegetables:				
Canned			1,526	423
Other			518	297
Wood:				
Timber—Sawed—Pitch pine.....M ft.	6,166	32	120,512	1,274
Lumber—				
Boards, planks, and scantlings—				
Pine—				
White.....M ft.	346	25	11,179	1,388
Yellow—				
Pitch.....M ft.	135	60	2,427	2,787
All other.....M ft.	62	157	3,917	6,956
Poplar.....M ft.	4	21	325	1,613
Spruce.....M ft.	78	42	2,354	1,640
All other.....M ft.	48	5	2,070	388
Staves.....No.	27,600		6,450	
All other lumber			2,236	1,394
Doors, sash, and blinds			1,959	649
Furniture			4,393	1,173
Handles, implement and tool				4,328
All other manufactures of			8,450	1,655

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Exports of merchandise, years ending June 30, 1917 and 1918—Continued

Countries and articles.	Quantities.		Value
	1917	1918	1917
AFRICA—Continued.			
PORTUGUESE AFRICA—continued.			
Zinc:			
Pigs, bars, etc., from domestic ore ..... lbs..	587,488	113	$51,[illegible]
Plates and sheets ..... lbs..	2,055,240	2,190,760	320,[illegible]
All other articles	.....	.....	17,[illegible]
Total domestic exports	.....	.....	3,515,[illegible]
Total foreign exports	.....	.....	[illegible]
Total exports	.....	.....	3,515,[illegible]
SPANISH AFRICA.			
Breadstuffs:			
Rice ..... lbs..	20,000	.....	[illegible]
Wheat flour ..... bbls..	60	.....	54[illegible]
All other breadstuffs	.....	.....	11[illegible]
Cars, automobiles, and other vehicles: Motor cycles ..... No..	.....	3	.....
Coffee ..... lbs..	2,182	.....	371
Fish:			
Salmon—Canned ..... lbs..	116,000	8,845	8,291
All other	.....	.....	228
Fruits and nuts	.....	.....	111
Iron and steel:			
Hardware—Builders'	.....	.....	718
Tools, n. e. s	.....	.....	516
All other manufactures of iron and steel	.....	.....	414
Lamps, chandeliers, and all other devices for illuminating purposes (except electric)	.....	.....	884
Meat and dairy products:			
Meat products—			
Beef products—Beef, canned ..... lbs..	56,000	1,294	9,504
Hog products—			
Hams and shoulders, cured ..... lbs..	2,428	734	576
Lard ..... lbs..	267,338	500	35,144
Neutral lard ..... lbs..	78,125	.....	14,000
All other meat products—			
Canned	.....	.....	.....
All other	.....	.....	19,406
Dairy products	.....	.....	.....
Oils: Mineral—Refined or manufactured—Lubricating and heavy paraffin oil ..... galls..	2,757	.....	918
Spirits, wines, malt liquors, and other beverages	.....	.....	238
Sugar, refined ..... lbs..	34,630	.....	2,064
Tobacco: Unmanufactured—Leaf ..... lbs..	84,303	46,610	11,079
Vegetables, canned	.....	.....	292
All other articles	.....	.....	.....
Total domestic exports	.....	.....	106,187
Total foreign exports	.....	.....	932
Total exports	.....	.....	107,119

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DEPARTMENT OF COMMERCE
BUREAU OF FOREIGN AND DOMESTIC COMMERCE
B. S. CUTLER, Chief

MISCELLANEOUS SERIES—No. 79

INTERNATIONAL TRADE IN CEMENT

Import Statistics for Countries Whose Imports Exceeded $200,000 in Value
and
Export Statistics for Countries Whose Exports Exceeded $1,000,000 in Value

1908, 1913
AND LATEST AVAILABLE YEAR

By

EDWARD WHITNEY

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1919

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LETTER OF SUBMITTAL.

DEPARTMENT OF COMMERCE,
BUREAU OF FOREIGN AND DOMESTIC COMMERCE,
Washington, January 2, 1919.

SIR: The tables herewith submitted cover the exports of cement from countries whose transactions exceeded $1,000,000 in value in either of the years shown and imports of the same article into countries whose imports were in excess of $200,000 in value in either year. The statistics are from the official reports of the various countries considered, and were compiled by or under the direction of Edward Whitney, of the research division of the Bureau.

The design in the preparation of the pamphlet has been to show practically the growth of the world's trade in cement for construction during a five-year period prior to the war and from that time to the latest available year. Throughout the tables, as nearly as the classifications of the several countries permitted, the term "cement" has been taken to mean simply hydraulic cement or Portland, Roman, and puzzolan cement, and no attention has been paid to minor classes. In a few cases, however, the statistical classification of the country has been such as to necessitate the inclusion of the minor classes, and in one or two other cases the classification was so broad as to include articles having little or no relation to cement, which impairs the value of the figures as related to the subject in hand. In connection with the text and tables for each country is given an explanation of its method of compiling values in foreign-trade statistics, and, as is well known, the variation in these methods gives rise to puzzling questions when one attempts to follow import and export values of given articles, country by country, in international trade.

Statistics of cement production in countries other than the United States are not available for any recent year, or, in fact, for any year as regards most of the countries which compete therewith in the production and exportation of that article. The report of the Census of Production in the United Kingdom for 1907, the first and only census of the kind ever taken, shows only 2,886,000 tons, or 6,464,640,000 pounds, of cement of all kinds manufactured in the previous year and returned on schedules for the cement trade. According to official figures, Germany produced in 1912, 6,736,513,160

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pounds of Portland besides small quantities of other cem
Although Germany far outclassed the United States in 191
exports of domestic cement, it seems clear that the latter cou
consumed a far greater percentage of its enormous productio
home than did Germany. This remark will also doubtless app
Belgium, the only other country which has been a competitor o
United States in exports of domestic cement on anything like
terms.

Scarcely any other industry has developed with such a phenom
rapidity in recent years as has that of cement. It is now pu
almost innumerable uses which were unheard and unthought o
years ago. The production of hydraulic cement in the United St
according to figures of the Geological Survey, has increased fr
2,072,943 barrels (of 380 pounds) in 1880 to 2,776,616 barrels in 18
17,231,150 barrels in 1900, and 93,453,658 barrels in 1917. Rom
or natural cement, which constituted almost the entire productio
the year first named above, has been almost completely displaced
Portland cement, a variety which sets less rapidly but possesses m
initial strength than the Roman. The latter variety still constitu
a large proportion of the cement manufactured in France and Belgi

In view of the fact that the chief competitors of this country in
cement trade of the world are prostrated industrially and that th
United States occupies such a vantage ground already acquired,
appears to be an opportune time for the issuance of this pamphl
which presents statistics, officially authorized, of the main feature
of the world's cement trade in detail, and which it is hoped will pro
of assistance to manufacturers and dealers in understanding an
taking advantage of the present situation.

It should be explained that in computing the percentages shown
such percentages have been "rounded off" or forced to whole num
bers. This causes some countries to appear in blank in the per
centage columns, even though they may have had small transactions
It should be noted further that blanks in the columns of quantity and
value do not always indicate positively that there were no imports o
exports. Unimportant transactions may have been included in the
original official reports under the head of "all other countries,"
"unknown sources," etc.

All the statistics presented relate to calendar years unless otherwise
stated, and those with respect to the exporting countries all relate to
special trade or cement of domestic production. As regards the
importing countries, figures of "special trade," or those corre-
sponding practically to the United States imports for consumption,
have been taken when conveniently available; otherwise those of
"general trade" appear.

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It is quite probable that there are a few countries not included herein which, if other years than those shown were taken, would show imports of cement in excess of $200,000 in value. It may be mentioned also that there are various colonies, dependencies, or possession of several countries, for instance, Chosen, Porto Rico, Hawaii, etc., which import cement annually to the extent of $200,000 to $500,000 in value, but details with respect to the foreign trade of many of them are more or less meager, although in a general way it may be said that the bulk of their imports of cement, as well as of other articles, is derived from the governing country. Other countries, in their schedule of countries for exports, as a rule treat such colonies, dependencies, or protectorates as part and parcel of the controlling country, although there are some exceptions.

The Bureau of Foreign and Domestic Commerce has not published special reports dealing with the cement trade of the various countries of the world individually, but in connection with each country pertinent extracts from Daily Commerce Reports of the last few years relative to conditions in its trade are quoted. The term "n. e. s.," which occurs frequently in this publication, signifies "Not elsewhere specified."

Respectfully,

B. S. CUTLER,
Chief of Bureau.

To Hon. WILLIAM C. REDFIELD,
Secretary of Commerce.

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INTERNATIONAL TRADE IN CEMENT.

IMPORT STATISTICS.

ALGERIA.

From 1908 to 1913 the imports of cement into Algeria grew from 88,516,454 pounds, value $271,165, to 198,499,979 pounds, value $625,513, and from 1913 to 1915, dropped to 62,526,865 pounds, value $197,053. The gain for the first period was 124 per cent in quantity and 131 per cent in value, and the loss for the second period was 69 per cent in quantity, and 68 per cent in value. Practically all the imports of 1908 came from France; the imports of 1913 are not distributed in the official reports by countries and the report for 1915 shows only quantities by countries. Out of a total quantity of 62,526,865 pounds imported in that year, 58,501,266 pounds, or 94 per cent, came from France, only 81,570 pounds from French and foreign colonies, and 3,944,029 pounds, or 6 per cent, from other foreign countries.

The values of both imports and exports, as shown in Algerian trade reports are official values based on averages determined annually by a valuation commission. Prior to 1911 trade with France was estimated to show values at French ports; beginning with 1911 values at Algerian ports are shown.

CEMENT IMPORTS OF ALGERIA BY COUNTRIES.

Countries.	1908		1913		1915	
	Quantity.	Value.	Quantity.	Value.	Quantity.	Value.
	Pounds.	*Dollars.*	*Pounds.*	*Dollars.*	*Pounds.*	*Dollars.*
France	88,516,013	271,165	.....	.....	58,501,266	.....
French and foreign colonies	441	.....	.....	.....	81,570	.....
All other foreign countries	.....	.....	.....	.....	3,944,029	.....
Total	88,516,454	271,165	198,499,979	625,513	62,526,865	197,053

TRADE CONDITIONS.

(Consul A. C. Frost, Algiers, in Commerce Reports for June 13, 1918.)

Algeria has a score of cement factories, although before the war considerable quantities of cement were imported. The two largest producers, situated at Point Pescade and Rivet, near Algiers, each produce annually 60,000 tons of lime and cement collectively. The annual production of the eight leading plants in the three departments follows:

	Tons.
Department of Algiers:	
Factory at Point Pescade, St. Eugene, near Algiers	60,000
Rivet factory, near Algiers; head office, 39 rue d'Isly, Algiers	60,000
Department of Constantine:	
Ravin Bleu factory, at Batna	15,000
Bougie factory	25,000
Smendou factory	8,000
Chettaba factory, at Constantine	6,000
Department of Oran:	
Theus factory at Oran	10,000
Perregaux factory (closed)	6,000

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At the beginning of the war a new factory was on the point of commencing op
This factory was intended to produce 50,000 to 60,000 tons of lime and cem
The imports, which came almost exclusively from France, amounted to i
40,150 tons, valued at $271,000; 1913, 90,039 tons, valued at $626,000; 1916, 22,
valued at $171,000.

A number of the important Algerian plants have been requisitioned by the
ment, and all factories are placed either under entire Government control
partial Government control. In the case of the former the entire productio
factories may be used for the national defense. In the case of partially co
factories they are required to advise the Government monthly as to the qu
available and the price. In return the Government arranges to supply the
with coal, jute sack, and other material, which could not otherwise be secured,
the existing abnormal conditions. One of the two largest factories in Algeri
is under Government control, is usually allowed about one-third of its pro
delivery to private purchasers.

The consumption of cement, lime, and all building material has necessar
greatly curtailed by the war. When normal conditions return there will b
large demand for port extensions, railway development, and general buildin
tions and improvements. The Algerian producers will be in a position, as b
war, to supply a good part of the demand. As to the remainder, it is probs
it will come from France. The French product pays no duty, and transportat
are lower than from other countries.

Before the war cement sold at between $8.70 and $9.65 per ton. The pr
to-day is $38.60 and $38.80 per ton.

Cement is classified under No. 185 of the French customs tariff, and when i
from the United States pays the general tariff, as follows, per 100 pounds
setting, $0.40; slow setting, $0.60. The minimum tariff is: Rapid setting,
slow setting, $0.053.

ARGENTINA.

The imports of cement into Argentina increased from 486,493,284 pound
$2,354,492, in 1908 to 1,591,863,503 pounds, value $7,675,781, in 1913 and to 524
pounds, value $2,525,743, in 1915. The percentage of gain for the first pe
221 per cent in quantity, 226 per cent in value; for the second period the
loss of 67 per cent in quantity and 67 per cent in value.

In its statistics of imports Argentina shows two classes of the cement un
sideration, viz, hydraulic and reinforced. In the first of these classes B
share increased from 171,110,029 pounds, value $823,879, in 1908 to 831,041,607
value $4,001,409, in 1913 and decreased to 14,124,872 pounds, value $68,010,
The increase for the first period was 386 per cent in quantity and 386 per cent
for the second the decrease was 98 per cent in quantity and the same in valu
mark's share increased in the first period from 8,818 pounds, value $40, to 2
pounds, value $140,277, and in 1915 to 99,872,789 pounds, value $180,881.
for the first period was 330,290 per cent in quantity and 350,593 per cent in v
the second 243 per cent in quantity and 243 per cent in value. In the first p
share of France increased from 115,258,693 pounds, value $554,965, to 21
pounds, value $1,013,934, and fell to 51,651,573 pounds, value $248,699, in
gain for the first period being 83 per cent in quantity and the same in value
decrease for the second 75 per cent in both quantity and value. The shares of
were 33,201,276 pounds, value $159,862, in 1908, 113,918,296 pounds, value
in 1913, and 8,703,761 pounds, value $41,908, in 1915, with gains of 243 pe
quantity and 243 per cent in value, for the first period and for the second a loss
cent in quantity and 92 per cent in value. The shares of Italy were 1,139,778
value $5,488, in 1908, 14,111,645 pounds, value $67,947, in 1913, 8,670,692
value $41,747, in 1915, with a gain of 1,138 per cent in quantity and the
value for the first period and for the second a loss of 39 per cent in quantit
per cent in value. Shares of the Netherlands were 438,715 pounds, value $
1908, 3,569,247 pounds, value $17,186, in 1913, and 1,463,854 pounds, valu
in 1915; for the first period the increase was 714 per cent in quantity, 712 pe
value, and for the second there was a decrease of 59 per cent in quantity and 59
in value. The shares of Spain were 6,100,128 pounds, value $29,370, in 1908,
pounds, value $32,938, in 1913, and 3,251,785 pounds, value $15,657, in 1915
crease for the first period being 12 per cent in quantity and the same in va
for the second the decrease being 52 per cent in quantity and the same i
Sweden shared to the extent of 6,911,421 pounds, value $33,275, in 1908, 9
pounds, value $441,807, in 1913, and 103,263,464 pounds, value $497,207,
percentages of increase being 1,228 in quantity and the same in value for

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d for the second 13 per cent in quantity and the same in value. The United participated to the extent of 150,543,316 pounds, value $724,857, in 1908, 55 pounds, value $1,150,008, in 1913, and 183,965,052 pounds, value $885,779, the gain being 59 per cent in quantity and the same in value for the first nd the loss 23 per cent in quantity and value for the second period. The the United States amounted to 156,527 pounds, value $758, in 1908, 24,193,280 value $116,489, in 1913, and 47,928,004 pounds, value $230,770, in 1915, the ng 15,356 per cent in quantity and 15,268 per cent in value for the first period the second 98 per cent in quantity and the same in value.

ts into Argentina under the second class, "Reinforced cement for construc- vere comparatively unimportant and were mainly contributed by France, nare in that class in 1908 was 1,178,949 pounds, value $15,482, 1,265,346 pounds, 16,116, in 1913, but dwindled to nothing in 1915.

aluation of imported merchandise in Argentina is arbitrary. Goods are valued ng to official rates prescribed in a valuation tariff (tarifa de avalúos). The aluation tariff was adopted in 1906; it has since undergone some minor altera- As the official valuations are the same for all countries and remain unchanged umber of years, it is evident that the Argentine import values shown in the rcial section of the official reports do not reflect the general movement in the evel. Thus, for example, British coal shipped to Argentina during the years 916 was valued, f. o. b. British port, at $4.21 per long ton in 1914, $4.78 in 1915, .05 in 1916, while in the Argentine statistics the valuation remained unchanged esos gold per metric ton, or $6.86 per long ton.

valuation of Argentine exports is calculated on the basis of current market s. Occasionally the official valuations are found to be lower than the actual et prices. In 1914 chilled and frozen beef, for example, was valued at 100 gold per metric ton, or 4.38 cents per pound. The valuation was too low; in 1915 s raised to 210 pesos per ton, or 9.19 cents per pound. A new method of export tion, in effect January 1, 1917, provides for the use of quarterly and annual ges based on the official market quotations of the authorized commercial insti- ns of Buenos Aires, the Bolsa de Comercio, the Bolsa de Cereales, and the Sociedad strial Argentina. Land freights and commissions will be included, as well as cal expenses, so that the export valuations will actually represent the final prices e ports of shipment.

CEMENT IMPORTS OF ARGENTINA BY COUNTRIES.

asses and countries whence imported.	1908		1913		1915	
	Quantity.	Value.	Quantity.	Value.	Quantity.	Value.
raulic cement:	*Pounds.*	*Dollars.*	*Pounds.*	*Dollars.*	*Pounds.*	*Dollars.*
Austria-Hungary	174,163	835	22,720,608	109,498	1,408,739	6,783
Belgium	171,110,029	823,879	831,041,907	4,001,409	14,124,872	68,010
Denmark	8,818	40	29,133,789	140,277	99,872,789	480,881
France	115,258,693	554,965	210,581,187	1,013,934	51,651,573	248,699
Germany	33,201,276	159,862	113,918,296	548,509	8,703,761	41,908
Italy	1,139,778	5,488	14,111,645	67,947	8,670,492	41,747
Netherlands	438,715	2,117	3,569,247	17,186	1,463,854	7,048
Norway			480,603	2,314	257,038	1,242
Paraguay			2,205	11	2,205	11
Spain	6,100,128	29,370	6,840,874	32,938	3,251,785	15,657
Sweden	6,911,421	33,275	91,757,657	441,807	103,263,464	497,207
Switzerland			2,231,055	10,743		
United Kingdom	150,543,316	724,857	238,841,955	1,150,008	183,965,052	885,779
United States	156,527	758	24,193,280	116,489	47,928,004	230,770
Uruguay			1,108,913	5,339		
Total	485,042,864	2,335,446	1,590,532,921	7,658,309	524,564,728	2,525,742
einforced cement for construc- tion:						
Belgium	242,914	3,189				
Chile			1,984	26		
Canada	26,815	352				
France	1,178,949	15,482	1,265,346	16,616		
Germany			26,713	350		
United Kingdom	1,742	23	36,539	480	51	1
Total	1,450,420	19,046	1,330,582	17,472	51	1
Grand total	486,493,284	2,354,492	1,591,863,503	7,675,781	524,564,779	2,525,743

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TRADE CONDITIONS.

(Consul General Wm. H. Robertson, Buenos Aires, in Daily Commerce Reports for Oct. 11,

On July 28, 1916, a decree of the National Government authorized the op as a joint-stock company, of the Compania Argentina de Cemento Portlan company has been formed by United States capitalists for the working of li quarries and the manufacture of cement, and has taken over property in Bayas, Province of Buenos Aires, for this purpose. According to local it appears from experiments made by engineers of the federal ministry of publ at Quequen, Province of Buenos Aires, that the sand found in that district all the qualities necessary for the production of a cement that would satisfy the ments of the national public health works department.

The site of the new factory is at Sierra Bayas, and its estimated cost is in th borhood of $2,000,000. The machinery for the factory has already been ord the structure is to be erected under the supervision of cement experts, who w from the United States. It is expected that the installation will be finished end of next year, and that in 1918 the factory will be producing Argentine ce the rate of 1,000,000 barrels per annum. The organization of such a factor Province of Buenos Aires is undoubtedly a matter of considerable impor American exporters of Portland Cement.

(Consul General Wm. H. Robertson, Buenos Aires, in Commerce Reports for June 5, 191

A description of the new Portland cement factory established in the Pro Buenos Aires, being a company formed by United States capitalists, refe which was made in Commerce Reports for October 11, 1916, was recently p in the Review of the River Plate. Some of the details are given below:

"This plant will have a capacity of about 3,000 barrels per day, will equipped with the most modern machinery, and will manufacture a highe Portland cement, equal to that manufactured in any part of the world. Th ings of the plant will cover about 5 hectares (12.36 acres) and will be entir posed of steel and concrete.

"Some of the machinery required is so large that the Southern Railway is special cars to handle same. The raw material required for the manufa cement is located in large quantities on the company's property. Portland is made from a mixture of limestone and clay, which will be loaded into ca company's quarries by steam shovels, taken to the plant, and crushed in large c

"The company is installing a complete cooper shop, which manufactures chinery the barrels required for shipment of the cement, although the c believes that before long its customers will appreciate the economy and conv arising through having their cement shipped to them in bags. The co. p built a large number of houses for its employees (about 500 men) now workin construction of this plant. Some of the factory buildings are completed a on the foundation for the power house, kilns, and other buildings is progressing and they expect to have the plant finished and be manufacturing cement al 1st of January. This company is the first to attempt the manufacture of a hig Portland cement in Argentina and is financed by American capitalists who that Portland cement is one of the articles which Argentina can manufactur own use to better advantage than it can purchase same from foreign count school and hospital, the erection of which is at present under contemplati provide for the mental and physical welfare of the workmen and their famil the company has also under advisement the provision of amusements of vari for nonworking hours."

AUSTRALIA (COMMONWEALTH).

Official statistics of Australia for 1908 and 1913 relate to calendar years; for 191 year ended June 30, the imports of Portland cement into the Commonwealth of lia amounted to 102,483,696 pounds, value $439,352, in 1908; 281,324,736 value $1,285,997, in 1913 (calendar years), and 169,888,096 pounds, value $1, in 1916 (year ended June 30), Australia having changed its fiscal year between periods. Assuming that the figures are comparative, the increase from 1908 was 175 per cent in quantity, 193 per cent in value, and the decrease from 1916 was 40 per cent in quantity, 14 per cent in value.

The share of Austria-Hungary in these imports in 1913 was 2,022,496 pound $10,551, but it had no share in those of either 1908 or 1916. Belgium's share i from 4,262,496 pounds, value $16,907, in 1908 to 18,538,576 pounds, value

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an increase of 335 per cent in quantity and 393 per cent in value, but that also had no share in Australia's imports of cement in 1916. The share of as 340,368 pounds, value $1,869 in 1908, nothing in 1913, and 11,758,320 value $69,133, in 1916. Denmark had no share in the imports of 1908, but ts share was 12,581,072 pounds, value $38,670, and in 1916 it was 32,159,568 value $182,947, the increase from the 1913 to 1916 being 156 per cent in , 373 per cent in value. Germany's share increased from 40,810,000 pounds, 81,141, in 1908 to 161,407,680 pounds, value $778,490, in 1913, but in 1916 d to 476,672 pounds, value $6,687, a gain for the first period of 296 per cent tity, 330 per cent in value, and a loss for the second period of substantially cent in quantity, 99 per cent in value. The share of Japan was 4,256 pounds, 29, in 1908; 54,320 pounds, value $492, in 1913, and 31,152,688 pounds, value), in 1916, gain for the first period 1,176 per cent in quantity, 1,597 per cent e, and for the second period 57,650 per cent in quantity, 41,874 per cent in New Zealand, without share in the imports of 1908, shared in those of 1913 xtent of 6,256,208 pounds, value $34,489, and in those of 1916 to the extent of 96 pounds, value $111,180, a gain for the latter period of 149 per cent in quan- 2 per cent in value. The share of Norway was 253,680 pounds, value $1,153, ; 6,662,880 pounds, value $29,428, in 1913, and 8,477,952 pounds, value $49,030, ; gain for the first period, 2,526 per cent in quantity and 2,452 per cent in value, second period, 27 per cent in quantity and 67 per cent in value. The share United Kingdom was 56,419,552 pounds, value $236,108, in 1908; 71,555,904 s, value $297,159, in 1913, and 55,581,008 pounds, value $388,152, in 1916; se for the first period, 27 per cent in quantity and 26 per cent in value, for the l period, a decrease of 22 per cent in quantity, but an increase of 31 per cent in The share of the United States in Australia's imports of cement in each of ree years referred to was of little importance.

value of goods imported into Australia, as published in the Trade and Customs Excise Revenue, represents the amount on which duty is payable or would be le if the duty were ad valorem. The value of goods subject to duty is taken to e fair market value in the principal markets of the country whence the same were ted, with an addition of 10 per cent to such market value.

CEMENT IMPORTS OF AUSTRALIA BY COUNTRIES.

Countries.	1908[a]		1913[a]		1916[b]	
	Quantity.	Value.	Quantity.	Value.	Quantity.	Value.
	Pounds.	*Dollars.*	*Pounds.*	*Dollars.*	*Pounds.*	*Dollars.*
ria-Hungary			2,022,496	10,551		
ium	4,262,496	16,907	18,538,576	83,369		
da	35,392	214			240,240	1,791
a	340,368	1,869			11,758,320	69,133
mark			12,581,072	38,670	32,159,568	182,947
Indies			162,624	900		
ce	2,576	44				
many	40,810,000	181,141	161,407,680	778,490	476,672	6,687
gkong					12,728,240	78,404
a					68,768	657
an	4,256	29	54,320	492	31,152,688	206,510
herlands			39,984	156	45,136	530
w Zealand			6,256,208	34,489	15,580,096	111,180
rway	253,680	1,153	6,662,880	29,428	8,477,952	49,030
eden	57,232	243	1,087,248	5,450	991,536	8,522
ited Kingdom	56,419,552	236,108	71,555,904	297,159	55,581,008	388,152
ited States	295,144	1,645	873,712	6,277	565,824	5,032
other countries			88,032	550	62,048	715
Total	102,483,696	439,352	281,324,736	1,285,977	169,883,096	1,109,290

[a] Calendar year. [b] Year ended June 30.

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TRADE CONDITIONS.

(Consul W. A. Bickers, Hobart, in Commerce Reports for June 15, 1915.)

On several occasions during the past few years attempts have been made t American cement in Tasmania, but as the cost of transportation was heavy su were in vain. In normal times, cement was procurable here at $3.25 to $3.50 rel of 340 pounds, whereas, after paying tariff duties and transportation American cement could not be placed here for less than $4.20 per barrel, thou quoted at $1.40 per barrel f. o. b. New York.

Under such circumstances there was no prospect for developing a market fo can cement, but at the present time there is a decided shortage in the loca of cement and current quotations are $4.75 to $5 per barrel. Even at this p difficult to obtain, as the local production is not sufficient to meet the dem very little foreign cement is finding its way here.

AUSTRIA-HUNGARY.

Total imports of cement into Austria-Hungary decreased from 180,128,386 value $437,621, in 1908, to 136,712,096 pounds, value $340,676, in 1913, a de 24 per cent in quantity and 22 per cent in value. The official reports of that show four classes of cement in imports, "Portland," "Roman and other ar "Natural," and "All other."

The only important participant in the first of these classes was Germany share amounted to 79,455,327 pounds, value $336,548, in 1908, and to 81,783,385 value $225,919, in 1913, out of totals for the class of 81,462,395 pounds, value $ and 84,657,081 pounds, value $235,411, in the respective years. Germany increased during the five years 3 per cent in quantity, but decreased 33 per value.

Germany, again, was far in the lead in the imports of Roman and other cement, furnishing in 1908, 338,626 pounds, value $624, of the total of 610,674 value $1,124, and in 1913, 911,823 pounds, value $4,198, of the total of pounds, value $4,287. Germany's share during the period increased 169 pe quantity and 573 per cent in value.

To the imports of natural cement Greece was the principal contributor its share of the totals of that year (93,241,132 pounds, value $76,132) being 89 pounds, value $65,684; in 1913 it dropped to 14,551,903 pounds, value $10, of totals of 40,596,386 pounds, value $59,211. Germany's shares in this cl from 3,448,876 pounds, value $9,527, in 1908 to 13,170,280 pounds, value $3 1913, a gain of 282 per cent in quantity, 307 per cent in value. The shares were 625,004 pounds, value $921, in 1908, and 12,774,996 pounds, value $ 1913, an increase of 1,944 per cent in quantity, 922 per cent in value.

In the class "All other cement" Germany was again in the lead with 3 pounds, value $9,873, in 1908, out of totals of 4,814,185 pounds, value $15,515 class, and 9,197,371 pounds, value $36,840, in 1913, out of totals of 10,490,148 value $41,767, for the class. During the period Germany's shares grew 200 in quantity and 273 per cent in value.

For methods of computing values in the foreign-trade statistics of Austria- see page 56.

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CEMENT IMPORTS OF AUSTRIA-HUNGARY BY COUNTRIES.

Classes and countries whence imported.	1908		1913	
	Quantity.	Value.	Quantity.	Value.
Portland cement:	*Pounds.*	*Dollars.*	*Pounds.*	*Dollars.*
Belgium	16,535	67	.....	.....
France	211,421	973	224,208	950
Germany	79,455,327	336,548	81,783,385	225,919
Italy	378,750	1,639	1,628,318	5,398
Roumania	.....	.....	638,673	1,941
Russia, European	966,937	3,829	21,826	72
Switzerland	408,292	1,692	172,399	508
United Kingdom	5,071	21	54,013	179
United States	2,866	12	.....	.....
Goods returned	17,196	70	134,260	445
Total	81,462,395	344,850	84,657,081	235,411
Roman and other artificial cement:				
Germany	335,626	624	911,823	4,198
Italy	138,669	255	56,658	89
Switzerland	126,765	233	.....	.....
United Kingdom	6,614	12	.....	.....
Total	610,674	1,124	968,481	4,287
Natural cement:				
Germany	3,448,876	9,527	13,170,280	38,807
Greece	89,167,252	65,684	14,551,903	10,720
Italy	625,004	921	12,774,996	9,411
United States	.....	.....	99,207	274
Total	93,241,132	76,132	40,596,386	59,211
All other cement:				
Belgium	.....	.....	8,598	24
France	32,187	104	1,041,453	4,315
Germany	3,063,512	9,873	9,197,371	36,840
Italy	342,154	1,103	106,262	215
Roumania	1,098,552	3,540	.....	.....
Russia, European	7,275	23	.....	.....
Switzerland	10,141	33	5,071	10
United Kingdom	260,363	839	131,394	363
Total	4,814,185	15,515	10,490,148	41,767
Grand total	180,128,386	437,621	136,712,096	340,676

BOLIVIA.

The Bureau has no official report of Bolivia which gives imports of cement into that country in 1908 by countries and the only report available for that year states simply the total imports of "Stones and earths," probably including cement under that general head. Comparison of imports by countries, therefore, can be made for only 1913 and 1915, and even this comparison is somewhat faulty, owing to the fact that the class "Other cement" shown in 1915 may or may not have been included under the head "Cement" in 1913. The imports of "Other cement" in 1915 were trifling, however, and the point raised may be disregarded for purposes of analysis. Imports, as specified, decreased from 21,973,733 pounds, value $214,753, in 1913, to 7,232,993 pounds, value $64,089, in 1915, a loss of 67 per cent in quantity and 70 per cent in value.

The principal contributing countries were Germany, the United Kingdom, the United States, and Chile, although the imports from the latter country doubtless consisted mainly of in-transit goods. From 1913 to 1915 Germany's share decreased from 9,438,563 pounds, value $90,426, in 1913, to 384,686 pounds, value $3,394, in 1915, or 96 per cent in quantity and the same in value; that of the United Kingdom decreased from 7,942,616 pounds, value $78,454, in 1913, to 5,468,239 pounds, value $48,243, in 1915, a loss of 31 per cent in quantity and 38 per cent in value; the share of the United States dropped from 1,280,125 pounds, value $11,294, in the former year to 497,832 pounds, value $4,392, in the latter, or 60 per cent in quantity and 61 per cent in value. Bolivia's imports of cement other than Portland and Roman in 1915 came principally from Chile, that country contributing 99 per cent in quantity and

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the same in value of the total imports of that year, although it is quite likely that Chile may have first derived the merchandise from other countries.

The values of imports as registered in the annual official reports of Bolivia are based on an official valuation tariff enacted on December 31, 1905, and amended chiefly by the law of February 16, 1911. Articles not specified in the valuation tariff are appraised according to their wholesale prices. To ascertain these prices the values shown in the consular invoices are increased 20 per cent to compensate for freight and other expenses from the country of origin, provided these charges are not included in the consular invoices.

CEMENT IMPORTS OF BOLIVIA BY COUNTRIES.

Classes and countries whence imported.	1913		1915	
	Quantity.	Value.	Quantity.	Value.
Cement:	*Pounds.*	*Dollars.*	*Pounds.*	*Dollars.*
Argentina	35,452	325	.....	.....
Belgium	443,685	3,910	.....	.....
Brazil	85,146	856	.....	.....
Chile	1,966,494	22,502	.....	.....
France	2,723	24	.....	.....
Germany	9,438,563	90,426	.....	.....
Peru	777,386	6,858	.....	.....
United Kingdom	7,942,616	78,454	.....	.....
United States	1,280,125	11,294	.....	.....
Uruguay	1,543	14	.....	.....
Total	21,973,733	214,753	.....	.....
Portland—				
Argentina	.....	.....	70,510	622
Belgium	.....	.....	66,711	589
Brazil	.....	.....	41,847	365
Chile	.....	.....	398,014	3,511
Germany	.....	.....	384,686	3,394
Peru	.....	.....	283,681	3,503
United Kingdom	.....	.....	5,468,239	48,243
United States	.....	.....	497,832	4,392
Total	.....	.....	7,211,020	68,619
All other—				
Brazil	.....	.....	130	1
Chile	.....	.....	21,830	466
Netherlands	.....	.....	4	.....
Total	.....	.....	21,973	470
Grand total	21,973,733	214,753	7,232,993	64,089

TRADE CONDITIONS.

(Special Agent J. A. Massel in Commerce Reports for Mar. 30, 1916.)

The annual importation of Portland cement is in the neighborhood of 200,000 barrels, most of which formerly came from Germany. Any good brand can be introduced, if it compares favorably with the best known grades already on the local market. Quotations must be made c. i. f. port of discharge. Cement is usually sold in barrels of 400 pounds each. In sacks it has a very small demand and can only be imported during the dry season, from June to October.

BRAZIL.

The imports of cement into Brazil, according to her official reports, increased from 436,306,570 pounds, value $2,858,714, in 1908 to 1,025,831,982 pounds, value $7,138,568, in 1913 and 374,424,255 pounds, value $4,417,460, in 1916. The percentages of change from 1908 to 1913 were an increase of 135 per cent in quantity, 150 per cent in value; from 1913 to 1916, a decrease of 64 per cent in quantity, 62 per cent in value.

In these imports the share of Austria-Hungary increased from 11,243 pounds, value $109, in 1908 to 22,758,414 pounds, value $116,239, in 1913, the gain being 20,232 per cent in quantity, 106,541 per cent in value. Belgium's share grew from 89,326,115

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pounds, value $538,662, in 1908 to 132,751,984 pounds, value $908,865, in 1913, increase 49 per cent in quantity, 69 per cent in value. Denmark's contributions were 1,218,813 pounds, value $9,058, in 1908 and 16,130,992 pounds, value $110,924, in 1913, an increase of 1,224 per cent in quantity, 1,125 per cent in value. France shared to the extent of 26,116,241 pounds, value $206,370, in 1908 and 21,479,513 pounds, value $175,486, in 1913, a decrease of 18 per cent in quantity, 15 per cent in value. Germany's shares were 192,145,037 pounds, value $1,340,940, in 1908, and 416,242,596 pounds, value $2,986,580, in 1913, an increase of 117 per cent in quantity, 123 per cent in value. Sweden had no share in Brazil's imports of cement in 1908, but in 1913 her share amounted to 10,052,976 pounds, value $77,057. In 1908 the United Kingdom contributed 123,140,841 pounds of cement, valued at $721,753, and in 1913, 287,407,750 pounds, with a value of $1,923,420; gain, 133 per cent in quantity, 166 per cent in value. The United States shared to the extent of 265,485 pounds, value $2,254, in 1908 and 111,604,804 pounds, value $766,993, in 1913; increase 41,938 per cent in quantity, 33,928 per cent in value. The share of Uruguay increased from 614,400 pounds, value $7,394, in 1908 to 4,622,089 pounds, value $48,234, in 1913; gain, 652 per cent in quantity, 552 per cent in value. It is probable, however, that these were in transit goods and did not originate in Uruguay.

The value shown in the annual Comercio Exterior do Brazil and in the monthly and quarterly returns are frontier values. The value of articles imported includes their cost in the country of origin and freight and other charges incurred until the goods are delivered free on board in the Brazilian port of destination. Duties and other subsequent charges are not included. Values expressed in paper money represent the sums originally stated in the consular invoices in various foreign currencies and converted according to the average exchange rate for sight drafts, reported by the Stock Exchange of Rio de Janeiro. Values expressed in gold milreis represent the paper-money values converted at the rate of 27 pence sterling per milreis. This gold milreis is, however, only a money of account. The annual statement shows cost of goods and freight and other charges separately, for the purpose of comparison with the export statistics of other countries. The agreement between the two sets of data is close. For the 13 years 1902 to 1914 the Brazilian statistics of imports from the United Kingdom show an excess of only 0.9 per cent over the British statement of exports to Brazil.

CEMENT IMPORTS OF BRAZIL BY COUNTRIES.

Countries.	1908		1913		1916	
	Quantity.	Value.	Quantity.	Value.	Quantity.	Value.
	Pounds.	*Dollars.*	*Pounds.*	*Dollars.*	*Pounds.*	*Dollars.*
Argentina	992,275	12,531	341,900	3,847	.....	.....
Austria-Hungary	11,243	109	22,758,414	116,239	.....	.....
Belgium	89,326,115	538,662	132,751,984	908,865	.....	.....
Denmark	1,218,813	9,058	16,130,992	110,924	.....	.....
France	26,116,241	206,370	21,479,513	175,486	.....	.....
Germany	192,145,037	1,340,940	416,242,596	2,986,580	.....	.....
Italy	329,649	5,744	1,247,923	12,187	.....	.....
Netherlands	155,642	1,662	1,774	186	.....	.....
Norway	.....	.....	775,799	5,584	.....	.....
Paraguay	.....	.....	398,627	2,769	.....	.....
Portugal	.....	.....	19,841	197	.....	.....
Spain	1,990,829	12,237	.....	.....	.....	.....
Sweden	.....	.....	10,052,976	77,057	.....	.....
United Kingdom	123,140,841	721,753	287,407,750	1,923,420	.....	.....
United States	265,485	2,254	111,604,804	766,993	.....	.....
Uruguay	614,400	7,394	4,622,089	48,234	.....	.....
Total	436,206,570	2,858,714	1,025,831,982	7,138,568	374,424,255	4,417,460

TRADE CONDITIONS.

(Consul General Alfred L. M. Gottschalk, Rio de Janeiro, 1915.)

So far as can be learned, no cement is manufactured in Brazil, and the country has for some years offered a favorable and growing market for cement from foreign countries. The temporary business depression prevailing in the country has to a large extent curtailed construction work and building operations of all sorts, and the Federal Government, probably the largest consumer of cement in Brazil, in its present

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policy of retrenchment and economy in public expenditures, has, for the present at least, suspended many proposed public works, such as railway extensions, docks, buildings, and dams, all of which would involve the use of large quantities of cement.

The partial shutting off by the European war of Brazil's former chief source of supply of cement, with its low-priced product and easy credit terms, has done much to lower the import figures; and the fall in exchange of Brazilian paper currency has naturally increased the local market price of cement proportionately, as local importers were obliged to meet their obligations abroad in gold. War risks in navigation have caused a marked rise in freight and insurance rates, and this condition, which, together with the fluctuating exchange, has affected all trade here, has not been without its effect on the market for cement. In spite of the decrease in imports, the present time is believed to be propitious for the introduction into this market of American cement. One American manufacturer has considered the Brazilian cement market of sufficient importance to warrant sending a representative here periodically.

The striking preference shown in Brazil for established and well-known brands of goods is manifested in the sale of cement here. Builders and contractors are fairly familiar with the various brands of European and American cement and hesitate to experiment with any new brands. But now that certain favorite European brands are temporarily out of the market, the time seems unusually favorable for the introduction of American cement.

During normal times the lower grades of cement have sold here at $2.76 to $2.92 United States currency, per barrel of 150 kilos (330 pounds), and the better grades from $3.24 to $3.89 per barrel. European cement was obtainable at the lowest prices named and American at the highest.

According to the Junta dos Correctores (Brokers' Association), the price per barrel of various brands of cement for the week of February 22–27, 1915, was as follows: Pyramid, Atlas, Excelsior, $4.25; Visurgio, Saturno, Picareta, Exposição, and Coroa Preta, $4.13; Cathedral and Gratry, $4. In the northern cities of Brazil cement is selling at $4.75 to $5 per barrel.

Two cement factories have been established in Brazil, but neither is operative at present. The largest, established about three years ago, was situated in Rodovalho, on the Sorocabana Railway, in the State of Sao Paulo. It is said to have been sold for about $100,000, to an Italian syndicate. When this factory was first installed it sold cement in Rio de Janeiro at $2.92 per barrel, but soon raised its prices and found it impossible to compete with foreign cement.

The other factory was established by important banking interests at Itapimirim, in the State of Espirito Santo, in connection with a sugar mill, shoe factory, and other industrial works; but the cement factory, it is said, was never put into operation, probably through lack of capital caused by business depression.

Undoubtedly there will sometime be a native cement industry in Brazil, since lime is to be had locally, and there are said to be extensive deposits of excellent limestone in the interior. The chief problem to be overcome is that of transportation to the seaboard. At present the overland freight rates from distant points in the interior often exceed those of transporting from Europe to Brazil, and to many interior points no railways have thus far been built.

(Commercial Attaché Lincoln Hutchinson, Rio de Janeiro, supplementing report of Consul General Gottschalk, above.)

Most of the information on cement submitted in this report was gathered by Consul General Alfred L. M. Gottschalk at Rio de Janeiro.

Sacks are objected to as containers for cement largely because most of the unloading is done into lighters. Customhouse delays often make it necessary to hold the goods in the lighters for days—sometimes weeks—and in a country of torrential tropical rains there is great danger of damage. The use of hooks by the stevedores on cement bags results in further loss and damage. Besides there is a certain traditional preference for barrels.

Distributing costs to local markets are extremely high. The freight on a ton of cement from Rio to Victoria (about 300 miles) over the Leopoldina Railway is 33½ milreis (equivalent, at the normal exchange rate of about $0.32, to $10.67), nearly equal to the present war rate from New York to Rio ($12), and much higher than the normal rate from New York. On the Central Railway of Rio Grande do Norte the rate on cement is 60 reis per ton per kilometer ($0.031 per ton mile) up to 150 kilometers (93 miles); above 150 kilometers the rate is reduced by 25 per cent. On the Central Railway of Brazil, the chief road out from Rio, the rates are as follows:

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Distances.	Rate per ton per kilometer.	Rate per ton per mile.	Distances.	Rate per ton per kilometer.	Rate per ton per mile.
Up to 100 kilometers (62.1 miles)	40 reis ($0.0128)	$0.0206	301 to 400 kilometers (248.5 miles)	28 reis ($0.0090)	$0.0145
101 to 200 kilometers (124.3 miles)	36 reis ($0.0115)	.0185	401 to 500 kilometers (310.7 miles)	24 reis ($0.0077)	.0124
201 to 300 kilometers (186.4 miles)	32 reis ($0.0102)	.0164	501 kilometers and over	20 reis ($0.0064)	.0105

The rate on less than a ton is three and one-half times as great as the above rates.

Terms of payment on ordinary merchandise in ordinary times are usually 60 to 90 days to local consumers of good credit. Most American cement that comes here, however, is sold by manufacturers for cash on delivery aboard vessel in New York to export houses there. They in turn extend the usual credits to the market here, sometimes directly but usually through their agents here. At present there is a strong tendency to shorten credits.

Return cargoes are very hard to get. The chief cargo export of Brazil is coffee, with rubber from the north and some hides from both north and south. Coffee is the controlling factor, and in normal times the shipping "conference" has succeeded in maintaining a quasi-monopoly of this cargo. At present some independent cargoes are being obtained, but the shipments are not large, and probably will not be until the next crop is harvested. Frequent cases have come to the notice of the consulate of sailing vessels coming from the United States with cargo, and then proceeding to the River Plate in ballast to get a return cargo. Possibly something could be done by an independent line of steamers, but the trip from Rio to Buenos Aires would be almost a dead loss.

A large importer states that in practice no specifications for testing cement exist, though he thinks something of the kind was once issued by the government of the Federal District.

(Consul Robert Frazer, jr., Bahia, 1915.)

Owing to the customary methods employed in the construction of private edifices in this district (brick, rubble, clay, and lime, plastered on the outside with lime and sand), little cement is used except on the ground floor, in outdoor steps, etc., so that the principal consumers of the product are the State and municipal governments in paving and other public works, and the Government and private companies in railway and port-works construction. Formerly much more was used than at present in private building, but the advance in price to the consumer, from 15 milreis per barrel a year ago to 24 milreis per barrel now (the normal exchange value of the Brazilian milreis is about 32 cents; its present value is about 25 cents), due to the decreased exchange value of the milreis and advance in freight rates—has almost eliminated its use for private purposes. The largest dealer here states that he has sold very few barrels to any buyer except the Government for a number of weeks.

A good deal of cement was also distributed from here formerly to neighboring coast towns or those accessible by river, but comparatively little is now sent to the interior overland owing to the cost of transportation.

One factory in Bahia manufacturing cement tiles and articles of reinforced concrete uses 300 to 500 barrels of 180 kilos per month.

The latest quotation on American cement received here by another dealer is $1.45 per barrel f. o. b. New York, which, with the value of the milreis at 25 cents, would work out to the merchant handling it in Bahia as follows:

Price in New York	$1.45
Freight ($14.80 per ton of 2,240 pounds)	2.62
Insurance (three-fourths of 1 per cent)	.03
Duty (20 per cent less than on cement from other countries)	.716
Handling, etc	.375
Lighterage	.248
Cartage	.125
Storage (up to 3 months)	.25
Customhouse broker and petty expenses	.05
Total cost per barrel	5.894

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The cost of English cement at 16s. 4d., f. p. a. Bahia, would work out as follows: Cost, $3.97; duty, $0.913; other expenses (same as on American cement), $1.048; total, $5.931.

(Consul General Alfred L. M. Gottschalk in Daily Commerce reports for Sept. 7, 1917.)

Various newspapers published in the State of Minas Geraes, Brazil, as well as certain commercial reviews of the city of Rio de Janerio, have commented on the possibility of developing the manufacture of cement in this country. It is stated that a plant is under construction at Bello-Horizonte, the capital city of the State of Minas Geraes, which is expected to produce considerable quantities of this product. It is to be operated under the firm name of Macchiorlatti & Companhia. This firm claims to have invented a wood-burning oven specially designed for the purpose, capable of attaining, without consuming large amounts of fuel, 2,000 calories of heat. It is also claimed that the clay and other substances necessary to the production of cement, which are said to be found in abundance near the properties of the company, are free from traces of iron and particularly well adapted for use in the specially designed ovens of the company. Several experiments have been made at the plants, and such are reputed to have produced very satisfactory results, and production upon a large scale is expected shortly.

There is at present no cement manufactured in Brazil, that I know of, other than at the plant mentioned. The imports of cement into the country have assumed a relatively high figure.

BRITISH INDIA.

The official statistics of British India relate to the year ended March 31, to sea-borne trade only, and are exclusive of government stores.

The imports of cement into British India in 1908 aggregated $1,113,603 in value, in 1913, $2,226,317, and in 1916, $2,282,437, the percentages of increase being 100 from 1908 to 1913, and 3 from 1913 to 1916. Quantities of cement are not shown in the official reports of imports into British India, and various countries for which no imports are shown in one or more of the years given may have had unimportant transactions included in "All other countries."

To these imports Austria-Hungary contributed 1,997,632 pounds, value $11,096, in 1908, 5,886,496 pounds, value $32,907, in 1913, and nothing in 1916; its percentage of increase in the first period was 195 in quantity, 197 in value. Belgium's shares amounted to 19,424,496 pounds, value $82,468, in 1908, 28,179,424 pounds, value $129,755, in 1913, and 760,928 pounds, value $3,903, in 1916, a gain of 45 per cent in quantity and 57 per cent in value from 1908 to 1913, but a decrease from 1913 to 1916 of 98 per cent in quantity and 97 per cent in value. France shared to the extent of 2,072,560 pounds, value $9,962, in 1908, 459,088 pounds, value $2,453, in 1913, and 14,560 pounds, value $68, in 1916; the percentages of loss were 78 in quantity and 75 in value for the first period, and 97 in both quantity and value for the second period. The shares of Germany were 6,596,240 pounds, value $36,017, for 1908, 36,143,296 pounds, value $218,817, for 1913, and 477,120 pounds, value $3,163, for 1916, the percentages of gain from 1908 to 1913 being 448 per cent in quantity, 508 per cent in value, and those of loss from 1913 to 1916, 99 per cent in quantity and the same in value for the period from 1913 to 1916. Hongkong had a large share in the imports, particularly in 1913, but as it is a distributing port the figures are of little value in this connection. The United Kingdom shared to the extent of 169,070,160 pounds, value $966,945, in 1908, 276,717,616 pounds, value $1,776,375, in 1913, and 193,625,376 pounds, value $1,634,696, in 1916, and gained 64 per cent in quantity, 84 per cent in value, for the first period, but lost 30 per cent in quantity and 8 per cent in value during the second period. The imports of cement into British India from the United States in each of the three years under discussion were too small to merit consideration.

The statements of both quantities and values in the Annual Statement of the Sea-borne Trade of British India are based on the declarations of importers in bills of entry and of exporters in shipping bills, as subsequently checked by customs officials. The values are based on wholesale market prices and represent (*a*) the wholesale cash price, less trade discount, for which goods of the like kind and quality are sold, or are capable of being sold, at the time and place of importation or exportation, without any deduction whatever, except of the duty payable on imports; or (*b*) where such price is not ascertainable, the cost at which goods of the like kind and quality could be delivered at such place, without any deduction, except of the import duty.

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CEMENT IMPORTS OF BRITISH INDIA, BY COUNTRIES.

Countries.	1908a		1913a		1916a	
	Quantity.	Value.	Quantity.	Value	Quantity.	Value.
	Pounds.	*Dollars.*	*Pounds.*	*Dollars.*	*Pounds.*	*Dollars.*
Austria-Hungary	1,997,632	11,096	5,896,496	32,907		
Belgium	19,424,496	82,468	28,179,424	129,755	760,928	3,933
Ceylon	168,224	1,873	247,088	3,445	1,305,248	13,087
China					749,952	4,869
Denmark					1,179,472	10,361
France	2,072,560	9,962	459,088	2,453	14,560	68
Germany	6,566,240	36,017	36,143,296	218,817	477,120	3,163
Hongkong	749,952	4,461	4,223,744	22,960	20,108,816	143,557
Italy	14,112	82	6,220,032	31,408	2,178,064	14,424
Japan					71,561,728	430,841
Java			809,984	4,414		
Netherlands			603,008	3,299	2,800	34
Norway					476,464	3,421
Straits Settlements	112,336	614	25,312	185	945,040	6,107
Sweden					1,497,472	12,804
United Kingdom	169,070,160	966,945	276,717,616	1,776,375	198,625,376	1,634,696
United States:						
Atlantic ports					62,832	1,008
Pacific ports					1,904	39
All other countries	18,928	85	49,280	297	784	5
Total	200,224,640	1,113,663	359,664,368	2,226,317	294,940,560	2,282,457

a Statistics are for years ended March 31. The figures relate to sea-borne trade only and are exclusive of Government stores. In 1908 imports under the latter head amounted to 36,836,128 pounds, value $202,253, all from the United Kingdom; in 1913 to 65,768,080 pounds, value $356,087, of which 336 pounds, value $4.87, came from Belgium and the remainder from the United Kingdom; in 1916 to 24,290,112 pounds, value $169,539, all from the United Kingdom.

TRADE CONDITIONS.

(Consul Samuel C. Reat, Calgary, in Daily Commerce Reports for Dec. 22, 1915.)

The purchases of cement from abroad have been heavy in recent months and values particularly have increased. The United Kingdom is the principal source of supply, but Denmark and Japan have been developing trade in this region, the amount sent by them now being more than was formerly supplied by Germany, Austria-Hungary, and Belgium. Japanese and Danish brands of cement underquote English brands in the local market. The customs returns credit to the United States a very small amount of the cement imported, but possibly some American cement is included in imports from the United Kingdom.

Cement is much used in southern India for construction purposes in various harbor and railroad enterprises, and also as material for buildings. Some enterprises have been affected by the war, but building in which cement is employed is proceeding in various cities. There is a Portland-cement factory of some importance at Madras that manufactures Portland cement according to the British standard requirements. It is the only establishment of its kind in southern India.

The prices for cement on October 15, 1915, as quoted by the Madras Chamber of Commerce, ranged from $3.56 to $4.05 per barrel for English brands; Japanese and Danish cement was $3.24 per barrel.

BRITISH SOUTH AFRICA.

Official trade statistics for British South Africa for 1908 relate to the South African Customs Union; those for 1913 and 1916 are for the Union of South Africa and Northern and Southern Rhodesia. Figures for all years are exclusive of Government stores. Therefore the statistics of imported cement into British South Africa for 1908 are not entirely comparable with those for 1913 and 1916. However, the trade is largely controlled by the United Kingdom, and taking the figures as they stand the share of that country was 55,476,817 pounds, value $170,629, in 1908, 140,126,555 pounds, value $502,763, in 1913, and 35,891,958 pounds, value $150,562, in 1916, with percentages of increase of 153 in quantity, 195 in value, from 1908 to 1913, and a decrease from 1913 to 1916 of 74 per cent in quantity and 75 in value. Belgium, Germany, and Denmark participated to a noticeable degree in the imports of 1913, their percentages of the total

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imports of that year being respectively 12, 7, and 4 in quantity and 11, 9, and 4 in value. The United States did not participate in the trade to any appreciable degree.

Declared values are shown in the trade reports of the Union of South Africa and British South Africa. Prior to July 7, 1914, the declared value of imported merchandise was its selling value at the place of purchase, plus the cost of packing and packages; from that date the declared value of merchandise is its selling value in the principal markets of the country of purchase, including the cost of packing and packages and the cost of its conveyance to the port of shipment.

CEMENT IMPORTS OF BRITISH SOUTH AFRICA BY COUNTRIES.

Countries.	1908 [a]		1913 [a]		1916 [a]	
	Quantity.	Value.	Quantity.	Value.	Quantity.	Value.
	Pounds.	*Dollars.*	*Pounds.*	*Dollars.*	*Pounds.*	*Dollars.*
Belgium	2,776,000	7,640	23,931,224	76,414	.....	.....
Denmark	50,000	151	9,558,151	28,732	13,132,400	50,967
Germany	2,210,000	7,295	14,149,856	60,057	3,200	24
Italy	.....	.....	11,580	97	.....	.....
Norway	160,000	506	288,000	1,129	200,060	857
Sweden	4,269,600	11,198	5,609,200	17,008	1,200	5
United Kingdom	55,476,817	170,629	140,126,555	502,763	35,891,958	180,562
United States	.....	.....	68,000	355	98,000	1,835
Total	64,942,417	197,419	193,742,566	686,555	49,326,758	234,250

[a] The statistics for 1908 are for the South African Customs Union; those for 1913 and 1916 are for the Union of South Africa and Northern and Southern Rhodesia. Figures for all years are exclusive of Government stores.

TRADE CONDITIONS.

(Vice Consul Charles J. Pisar, Cape Town, in Commerce Reports for May 28, 1918.)

There has just been formed in South Africa the Robertson Portland Cement & Lime Co. (90–91 Fletcher's Chambers, Darling Street, Cape Town, South Africa), for the purpose of manufacturing Portland cement from extensive limestone deposits in the Robertson District, Cape Province, options on which are held by the Western Mining & Finance Corporation, Cape Town. According to a prospectus issued by the company, the nominal capital is £200,000 ($973,300), of which £40,000 ($194,660) in shares has been paid to the Western Mining & Finance Corporation for the options it now holds on these properties. A plant capable of producing 50,000 tons of Portland cement per annum has been proposed. Besides this, the company intends to install equipment for the manufacture of burnt lime and slaked lime for agricultural purposes, as well as cyanide, cyanamide, and carbide, all of which, its engineers claim, can be advantageously extracted from these limestone deposits.

The company is sending a representative to the United States shortly to purchase a complete Portland-cement manufacturing plant with a capacity of 1,000 tons per week, comprising such machinery as crushers, pulverizers, rotary kilns, dryers, bore mills, and conveyors, together with a power plant, either electrical or steam, of approximately 500 horsepower.

BRITISH WEST INDIES.

Figures include Barbados, Jamaica, St. Lucia, St. Vincent, Grenada, Leeward Islands, Trinidad and Tobago. For St. Vincent quantities are not stated in the official reports, and therefore the totals of quantities are somewhat too low. The figures include interisland trade, at least in part. The group "All other countries" is not coinclusive; that is, a country may be separately shown in the statistics of one island or group and included under "All other countries" in those of another.. The Bureau lacks the British colonial report of imports into the British West Indies in 1913, and therefore figures of the year 1912 are taken. The imports of 1908 amounted to 167,877 barrels, value $290,915, and in 1912 to 160,855 barrels, value $307,680, a decrease of 4 per cent in quantity and an increase of 6 per cent in value. As would naturally be supposed, the major portion of these imports came from the United Kingdom, although the United States and Denmark participated to a comparatively small degree. Imports from the United Kingdom dropped from 133,161 barrels, value $224,365, in 1908 to 115,189 barrels, value $223,504, in 1912, a decrease of 13 per cent in quantity and 0.4 per cent in value. The share of the United States increased from 17,281 barrels, value $29,107, in 1908 to 21,188 barrels, value $33,496, in 1912, a gain of 23 per cent in quantity and 15 per cent in value. Denmark's share grew during the

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period from 4,500 barrels, value $7,816, to 6,207 barrels, value $20,955, the percentages of gain being 38 per cent in quantity and 168 per cent in value.

The Bureau has no report showing methods of compiling values in the foreign trade of the British West Indies, but it seems safe to say that they follow those in use in the United Kingdom, for which see page 71.

CEMENT IMPORTS OF BRITISH WEST INDIES BY COUNTRIES.

Countries.	1908[a]		1912[a]	
	Quantity.	Value.	Quantity.	Value.
	Barrels.	*Dollars.*	*Barrels.*	*Dollars.*
British possessions (including West Indies)	1,511	7,003	643	2,711
Denmark and Danish ports	4,500	7,816	6,207	20,955
Germany	.....	.....	1,250	1,742
Netherlands	.....	.....	2,025	3,314
United Kingdom	133,161	224,365	115,189	223,504
United States	17,281	29,107	21,188	33,496
All other countries	11,424	22,624	14,353	21,958
Total	167,877	290,915	160,855	307,680

[a] Figures include Barbados, Jamaica, St. Lucia, St. Vincent, Grenada, Leeward Islands, Trinidad and Tobago. For St. Vincent quantities are not stated in the official reports, and therefore the totals of quantities are somewhat too low. The figures include interisland trade, at least in part. The group "All other countries" is not coinclusive; that is, a country may be separately shown in the statistics of one island or group and included under "All other countries" in those of another.

CANADA.

Official statistics for Canada relate to years ended March 31. Canada in her official report of imports for 1908 shows hydraulic lime and Portland cement separately, but in the reports of 1913 and 1916 the two classes are combined. For the purpose of analysis, therefore, the two classes are combined for 1908 in order to render the figures comparative with those of the two later years. The value of a comparison is somewhat marred, however, if a strict adherence to the article in hand is insisted upon, by the fact that the final class shown in the table includes not only cement but manufactures of cement not otherwise specified. But taking the figures at their face value, Canada's imports of the article under consideration amounted to $871,169 in value in 1908, $1,965,857 in 1913, and $45,296 in 1916, the increase from 1908 to 1913 being 125 per cent and the decrease from 1913 to 1916 being 908 per cent. The total quantities of cement imported can not be given, as those of the final class are not stated.

Canada's imports of cement in each of the three years specified came practically from Belgium, Germany, the United Kingdom, and the United States. Hongkong furnished a considerable amount of Portland and hydraulic cement in 1913, but as that is mainly a port of distribution, its figures are not significant as to origin. In the first two classes shown in the table Belgium's share amounted to 18,355,800 pounds, value $50,230, in 1908 to 2,137,500 pounds, value $7,175, in 1913, and decreased to nothing in 1916, a decrease from 1908 to 1913 of 88 per cent in quantity, 86 per cent in value. The share of Germany amounted to 2,409,900 pounds, value $9,404, in 1908, 317,900 pounds, value $1,417, in 1913, and also dropped to zero in 1916, the decrease from 1908 to 1913 being 87 per cent in quantity, 85 per cent in value. The share of the United Kingdom decreased from 105,015,300 pounds, value $360, 594, in 1908 to 47,236,100 pounds, value $153,172, in 1913, and in 1916 to 106,300 pounds, value $472, the loss from 1908 to 1913 being 56 per cent in quantity, 58 per cent in value, and from 1913 to 1916 substantially 100 per cent in both quantity and value. The share of the United States increased from 115,527,800 pounds in 1908, value $429,895, to 440,634,900 pounds, value $1,769,904, in 1913, but decreased in 1916 to 9,307,300 pounds, value $36,576, a gain for the first period of 280 per cent in quantity, 309 per cent in value, but a decrease from 1913 to 1916 of 98 per cent in quantity and the same in value. Under the class "Cement and manufactures of cement not otherwise provided for" the United States was the main contributor to Canada's imports, furnishing about 46 per cent of the total value of the class in 1908, 71 per cent in 1913, and 81 per cent in 1916.

The value of goods imported, as recorded in the annual report of the Canadian Department of Customs on trade and navigation and in the monthly statements, represents the fair market value of such goods when sold for home consumption in the principal markets of the country whence and at the time when the same were exported directly to Canada.

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CEMENT IMPORTS OF CANADA BY COUNTRIES.

Classes and countries whence imported.	1908 a		1913 a		1914 a	
	Quantity.	Value.	Quantity.	Value.	Quantity.	Value.
Hydraulic or water-lime cement:	*Pounds.*	*Dollars.*	*Pounds.*	*Dollars.*	*Pounds.*	*Dollars.*
United Kingdom	1,369,100	3,997				
United States	516,900	2,713				
Total	1,886,000	6,710				
Portland cement:						
Belgium	18,355,800	50,230				
France	585,300	1,303				
Germany	2,409,900	9,404				
Japan	2,400	13				
Netherlands	210,600	602				
United Kingdom	105,646,300	360,594				
United States	115,527,800	429,895				
Total	242,738,100	852,041				
Portland and hydraulic cement:						
Belgium			2,137,500	7,175		
Germany			317,900	1,417		
Hongkong			5,555,089	23,599		
United Kingdom			47,296,100	153,172	105,300	477
United States			440,634,900	1,769,904	9,307,300	36,576
Total			495,881,400	1,955,177	9,413,600	37,048
Cement, and manufactures of cement not otherwise provided for:						
Belgium		20		230		
France		3,789		570		1,476
Germany		67		19		
United Kingdom		2,784		2,230		165
United States		5,758		7,631		6,667
Total		12,418		10,680		8,208
Grand total		871,169		1,965,357		45,256

a Year ended Mar. 31.

TRADE CONDITIONS.

(Consul Henry P. Starrett, Owen Sound, in Commerce Reports for Feb. 25, 1915.)

In normal times the demand in Canada for Portland cement amounts to approximately $8,000,000 annually, about four-fifths being produced by Canadian mills and most of the remainder imported from the United States.

Rapid building development and construction work of all kinds in the Canadian Northwest during 1912 and 1913 created a very active market for cement. Economic readjustment, with the accompanying depression in new construction projects, since then have radically reduced the demand, with the result that importations have been restricted materially, many Canadian mills have been forced to suspend operations, and only those that have strong financial backing have been able to continue under the stress brought about by these conditions.

The Canadian Yearbook for 1913 shows a total of 21 active cement mills in 1910, capitalized at $17,114,255, employing 2,032 workmen, and having an annual production valued at $5,783,036. It is stated on good authority that since 1910 several of these mills have ceased to exist, while most of the others have consolidated their plants under one large organization.

The total annual capacity of all Canadian mills is said to be 12,000,000 barrels, although the output during 1914 was not more than 50 per cent of capacity. While interest payments on bonds have been met promptly, there is reason to believe that there is an overextension in plant equipment, as an outcome of the prosperity that prevailed in 1912 and 1913.

The average cost of Canadian cement at the mill is stated to be not less than 96 cents per barrel. While this is considerably more than the cost of production at many American mills, it is explained on the ground of higher cost of coal and of other operating charges.

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n Portland cement, testing to Canadian engineer's standard, is sold in ts, delivered, at $1.40 per barrel. Terms are 2 per cent cash, net 30 days. urers extend open book credit to dealers, no draft being attached to bill of

d and hydraulic, or water-lime, cement is assessed in the Canadian customs follows: British preferential, 7 cents per 100 pounds; intermediate and 10 cents per 100 pounds. Importations from the United States come within eral" classification. On February 11 the Dominion Government proposed ional duty of 5 per cent ad valorem on the British preferential and 7½ per cent em on the general tariff.

(Consul Samuel C. Reat, on conditions in the cement trade of Alberta, 1915.)

nada it is generally the custom to require all Portland cement to meet the nents set by the Canadian Society of Civil Engineers. According to J. A. n Mine, Quarry, and Derrick, their specifications demand that—

e cement shall not contain more than 4 per cent of magnesia or 2 per cent of ic anhydride.

e specific gravity of cement ignited at a low red heat shall not be less than 3.10,

ignition loss shall not be greater than 4 per cent.

e cement shall have a fineness of at least 92 per cent passing through a 100-mesh nd 75 per cent through a 200-mesh.

he cement shall not develop initial set in less than 30 minutes nor attain hard ess than 60 minutes or more than 10 hours.

he cement shall be sound and constant in volume.

he tensile strength in pounds per square inch shall be within the following and shall show no retrogression: 24 hours in moist air, 150 to 250 pounds; 7 days noist air, 6 in water), 450 to 550 pounds; 28 days (1 in moist air, the rest in , 550 to 650 pounds. When mixed with three parts of standard silica sand the strength shall be: 7 days (1 in air, 6 in water), 150 to 250 pounds; 28 days air, the rest in water), 200 to 300 pounds.

Canada the different materials used are cement rock, limestone and clay, marl lay, limestone and shale, and limestone, shale, and slate. There is but one in Canada where cement rock is found, and that is in the vicinity of Montreal. rock is approximately the correct composition for burning and makes an ideal nt material. In Alberta Portland cement is made from the other materials d. During the past year four mills were in operation: (1) The Calgary mill of anada Cement Co. (Ltd.); (2) the Exshaw mill of the Canada Cement Co. (Ltd.); e mill of the Edmonton Portland Cement Co. (Ltd.) at Marlboro, on the Grand k Pacific Railway west of Edmonton (this mill has since been closed), and (4) nill of the Rocky Mountain Portland Cement Co., at Blairmore in the Crow's Nest . A mill is also in process of construction by the Canada Cement Co. at Medicine Alberta.

(Consul Chester W. Martin, Toronto, in Commerce Reports for Mar. 9, 1917.)

Toronto newspaper states that a company making Portland cement at Durham, ario, is now turning out as a by-product from the feldspar 12 to 16 tons of potash y. Feldspar rock is added to the limestone as a raw material for cement, and a cess has been evolved for collecting the liberated potash. Both muriates and stic products are produced, and while the market standard of the former is fixed 0 per cent to the trade the company claims that it is possible to produce an article ich is almost pure.

This plant has eight kilns. The output of potash as a by-product amounts to 15 s a day. In addition to this by trapping dust and gases in which there is 5 per cent potash, valuable fertilizer is produced. The chemist makes the following statement: Within five years every cement plant in Canada could be producing potash as a by-oduct. In the feldspar deposits, which extend widely through the northern parts this Province, Canada has a natural resource of immense value. There is more ldspar in one county of Ontario than in the whole of the United States. It con-ins at least 10 per cent of potash, and through the process employed at Durham ore than 86 per cent of the pure article is collected. The cost of manufacturing otash in Canada from feldspar is so low even now that it is less than the freight charge aid on a ton of the imported German product before the war. The result of this dis-overy will be the complete breaking of the German monopoly. In addition to uaranteeing a much-needed supply of potash for the present urgent demands, it will esult in meeting the needs of the American continent for fertilizers."

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CEYLON.[a]

Ceylon's imports of cement, according to her official reports, were 45,496,640 pounds, value $191,935, in 1908; 84,545,216 pounds, value $405,420, in 1913; and 69,919,584 pounds, value $579,461 in 1916. The increase from 1908 to 1913 was 86 per cent in quantity, 111 per cent in value, and the period from 1913 to 1916 shows a decrease of 17 per cent in quantity and an increase of 43 per cent in value.

The following were the principal contributors: Austria-Hungary, Belgium, Denmark, Germany, Hongkong (mainly a port of distribution), Japan, and the United Kingdom. The shares of these countries with percentages of increase or decrease were as follows: Austria-Hungary—1908, 421,568 pounds, value $2,230; 1913, 1,104,832 pounds, value $5,692; 1916, no share; increase from 1908 to 1913, 141 per cent in quantity, 155 per cent in value; Belgium—1,486,464 pounds, value $7,648, in 1908; 1,419,488 pounds, value $7,101, in 1913; no share in 1916; decrease from 1908 to 1913, 5 per cent in quantity, 7 per cent in value; Denmark—27,104 pounds, value $144, in 1908; 5,555,984 pounds, value $26,123, in 1913; 562,464 pounds, value $3,657, in 1916; increase from 1908 to 1913, 20,399 per cent in quantity, 18,041 per cent in value; decrease from 1913 to 1916, 90 per cent in quantity, 86 per cent in value; Germany—1908, 3,838,128 pounds, value $21,171; 1913, 19,645,920 pounds, value $102,946; 1916, 5,264 pounds, value $29; increase 1908 to 1913, 412 per cent in quantity, 386 per cent in value; Japan had no share in Ceylon's imports of cement in either 1908 or 1913, but in 1916 participated to the extent of 22 per cent in quantity and 21 per cent in value; United Kingdom—1908, 39,721,472 pounds, value $160,732; 1913, 56,429,520 pounds, value $260,810; 1916, 50,450,064 pounds, value $432,096; increase from 1908 to 1913, 42 per cent in quantity, 62 per cent in value; from 1913 to 1916 a decrease of 11 per cent in quantity but an increase of 66 per cent in value.

CEMENT IMPORTS OF CEYLON BY COUNTRIES.

Countries.	1908		1913		1916	
	Quantity.	Value.	Quantity.	Value.	Quantity.	Value.
	Pounds.	*Dollars.*	*Pounds.*	*Dollars.*	*Pounds.*	*Dollars.*
Austria-Hungary	421,568	2,230	1,014,832	5,692	.....	.....
Belgium	1,486,464	7,648	1,419,488	7,101	.....	.....
British India and Burma	.....	.....	672	7	53,872	670
China	.....	.....	.....	.....	56,224	335
Denmark	27,104	144	5,555,984	26,123	562,464	3,657
France	1,904	10	.....	.....	.....	.....
Germany	3,838,128	21,171	19,645,920	102,946	5,264	29
Hongkong	.....	.....	456,288	2,582	3,143,056	22,442
Japan	.....	.....	.....	.....	15,639,344	119,951
Netherlands	.....	.....	2,016	12	.....	.....
Norway	.....	.....	.....	.....	9,296	81
Straits Settlements	.....	.....	20,496	147	.....	.....
United Kingdom	39,721,472	160,732	56,429,520	260,810	50,450,064	432,096
Total	45,496,640	191,935	84,545,216	405,420	69,919,584	579,461

CHILE.

The figures for 1908 include 4,882,686 pounds, valued at $32,372, imported into Punta Arenas free of duty, distributed by countries with the other free.

The figures for 1913 include 6,899,241 pounds, valued at $45,690, imported into Punta Arenas free of duty, distributed by countries with the dutiable cement above. In 1908 and 1913 cement intended for certain railroad and other special construction purposes was admitted into Chile free of duty.

Chile's imports of cement, according to the official reports of that country, amounted in 1908 to 121,499,906 pounds, value $804,672; in 1913 to 324,325,485 pounds, value $2,147,850; and in 1915 to 86,785,623 pounds, value $574,739. As explained in notes in connection with the table which follows, in 1908 and 1913 cement was free of duty when imported into the port of Punta Arenas, and was free into other ports of Chile if intended for use on certain railroad and other construction work. In 1913, however, while the total imports free of duty into Punta Arenas are stated, yet they are included with the dutiable imports from the individual countries and the reports afford no means of separation.

Taking the figures as they stand in the table, therefore, Belgium, Denmark, Germany, Norway, the United Kingdom, and the United States appear to have been the

[a] All figures include Government stores.

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leading contributors to Chile's imports of dutiable cement in the years under discussion. Belgium contributed 8,008,154 pounds, value $53,034, in 1908, 31,225,679 pounds, value $206,793, in 1913, and 354,059 pounds, value $2,345, in 1915, an increase of 290 per cent in quantity and 290 per cent in value from 1908 to 1913, and a decrease from 1913 to 1915 of 98 per cent in quantity and the same in value. Denmark had no share in the imports of 1908 or 1913, but in 1915 it contributed 12,834,410 pounds, value $84,996, out of totals of 86,785,623 pounds, value $574,739. Norway also was without shares in 1908 and 1913, but in 1915 shared to the extent of 4,967,515 pounds, value $32,897. The share of Germany was 61,817,976 pounds, value $409,391, in 1908, 210,602,131 pounds, value $1,294,716, in 1913, and 8,229,882 pounds, value $54,503, in 1915, a gain of 241 per cent in quantity and the same in value for the first period, but a loss for the second of 96 per cent in quantity and 97 per cent in value. The share of the United Kingdom was 24,364,853 pounds, value $161,357, in 1908, 58,965,224 pounds, value $390,498, in 1913, and 33,590,278 pounds, value $222,452, in 1915, a gain from 1908 to 1913 of 142 per cent in quantity and the same in value, but a loss from 1913 to 1915 of 43 per cent in both quantity and value. In 1908 the United States contributed 1,635,427 pounds, value $10,831, in 1913, 15,365,676 pounds, value $101,759, and in 1915, 26,112,715 pounds, value $172,952, a gain for the first period of 840 per cent in quantity and the same in value, and for the second period 70 per cent in quantity and the same in value..

The fact should be borne in mind, however, that with respect to all the above percentages by countries the dutiable class under consideration includes in 1913 the imports of free cement into Punta Arenas, coming principally, it is presumed, from Belgium, Germany, and the United Kingdom. Of the free imports of 1908, the figures including free imports into Punta Arenas distributed by countries, amounting to 24,832,883 pounds, value $164,492, Belgium contributed 3,916,251 pounds, value $25,935, or 16 per cent in quantity and the same in value; Germany, 20,134,771 pounds, value $133,379, or 81 per cent in quantity and value; and the United Kingdom 400,796 pounds, value $2,654, or 2 per cent in quantity and value. To Chile's free imports of cement for railroad construction, etc., in 1913, amounting to 7,295,132 pounds, value $48,311, Belgium contributed 3,213,315 pounds, value $21,280, or 44 per cent in both quantity and value; Germany, 2,116,636 pounds, value $14,017, or 29 per cent in quantity and value; the United Kingdom 1,965,180 pounds, value $13,014, or 27 per cent in quantity and value.

CEMENT IMPORTS OF CHILE BY COUNTRIES.

Countries.	1908 [a]		1913 [b]		1915	
	Quantity.	Value.	Quantity.	Value.	Quantity.	Value.
Dutiable:	*Pounds.*	*Dollars.*	*Pounds.*	*Dollars.*	*Pounds.*	*Dollars.*
Belgium	8,008,154	53,034	31,225,679	206,793	354,059	2,345
Denmark					12,834,410	84,996
France	41,446	275	842,212	5,578	474,430	3,142
Germany	61,817,976	409,391	210,602,131	1,394,716	8,229,882	54,503
India	793,656	5,256				
Italy			27,006	179		
Japan					4,079	27
Netherlands	3,968	26	2,425	16		
Norway					4,967,515	32,897
Spain	1,543	10			19,841	131
Sweden					198,414	1,314
United Kingdom	24,364,853	161,357	58,965,224	390,498	33,590,278	222,452
United States	1,635,427	10,831	15,365,676	101,759	26,112,715	172,952
Total	96,667,023	640,180	317,030,353	2,099,539	86,785,623	574,739
Free:						
Belgium	3,916,251	25,935	3,213,315	21,280		
France	61,729	409				
Germany	20,134,771	133,379	2,116,636	14,017		
Italy	1,984	13				
Norway	198,414	1,314				
United Kingdom	400,796	2,654	1,965,180	13,014		
United States	118,938	788				
Total	24,832,883	164,492	7,295,132	48,311		
Grand total	121,499,906	804,672	324,325,485	2,147,850	86,785,623	574,739

[a] The figures for 1908 include 4,882,686 pounds, valued at $32,372, imported into Punta Arenas free of duty, distributed by countries with the other free.

[b] The figures for 1913 include 6,899,241 pounds, valued at $45,690, imported into Punta Arenas free of duty, distributed by countries with the dutiable cement above. In 1908 and 1913 cement intended for certain railroad and other special construction purposes was admitted into Chile free of duty.

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TRADE CONDITIONS.

(Commercial Attaché V. L. Havens, Santiago, in Commerce Reports for Mar. 26, 1915.)

The consumption of cement in Chile amounted in 1913 to 167,113 metric tons of 2,204.6 pounds each, or about 930,000 barrels of 180 kilos (397 pounds) each. Imports aggregated 147,113 tons, of which 140,675 tons paid duty, 3,309 tons were freed from duty by concession, and 3,129 tons came into the free zone at Punta Arenas. About 20,000 tons of cement were manufactured in Chile.

On December 31, 1914, imported cement cost $4.03 and $4.19 per barrel, and domestic cement $2.92, with sacks. On January 23, 1915, an order for Chilean cement was placed at $3.29 f. o. b. cars at Calera (near Valparaiso), where the factory is located. On November 19, 1914, 3,000 barrels of this cement were sold to the Government railways at $3.43 per barrel of 3 sacks. Most imported cement comes in barrels because there are practically no docks in the country. The barrel is generally lined with some protective paper, and the spray from the sea does not reach the cement as the lighters move from the ship to shore. Almost all the stevedores are armed with boat hooks, with which to seize packages, and sacks are apt to be torn. Cement has been imported in drums, which undoubtedly protected the contents, but made the cement expensive. Only two American cements are extensively used in Chile, and these are handled by two well-known firms with branches throughout the country.

In determining import duty on cement it is assumed by the customs authorities that the value is $1.46 per 100 kilos (220.46 pounds), and the import duty is 15 per cent plus 5 per cent, equivalent to $2.92 per ton of 1,000 kilos (2,204.6 pounds) gross. This does not include charges for unloading, lighterage, storage, cartage, manifest, etc., which are worthy of consideration in making a price.

There were two cement factories at Calera in January, 1915, and another mill in Calera producing perhaps 2,000 tons of cement per year. About the only information that could be obtained regarding this material was that it had been shut down for some time, had lately reopened, and was operating on a very small scale; that its machinery was not modern; and that it was using Schneider mills.

(Commerce Reports for Feb. 14, 1916.)

A set of standards and specifications for the cement and reinforced concrete used in public construction in Chile has been received by the Bureau of Foreign and Domestic Commerce from Commercial Attaché V. L. Havens, in Santiago. The standards for cement were compiled by a committee of technical experts and scientific men, who stipulated that the first requisite for the acceptance of any cement by the Government should be a certificate of approval from the testing laboratory at the University of Chile. Besides being subjected to chemical analysis at this laboratory, the cement is tested for weight, fineness, and holding and resisting qualities. The specifications for concrete construction are based on the standards used in Germany and represent the application of scientific principles in the determination of dimensions of walls, beams, floors, etc. The complete set of specifications (in Spanish) will be loaned upon request at the Bureau or its district offices. Refer to file No. 1088.

(Commerce Reports for Feb. 4, 1918.)

Special Agent W. W. Ewing, who is investigating South American markets for construction materials and machinery, has made a report with regard to new work that is to be undertaken by a cement company in Valparaiso, Chile. The factory is to be enlarged and the machinery for the extensions has been arranged for. In addition, the company has all the requisite studies and plans ready for putting in a hydraulic installation for power to take the place of steam. The new hydraulic plant will be of about 3,000 horsepower. The concern will not proceed with the actual installation of the power plant until after the war, when the equipment can be obtained with less difficulty than at present. After the termination of hostilities an aerial tramway will also be installed for connecting the quarry with the cement plant.

CHINA.

China's imports of cement aggregated 188,266,267 pounds, value $904,374, in 1908, 83,459,467 pounds, value $449,938, in 1913, and 96,511,867 pounds, value $821,396, in 1917, a decrease from 1908 to 1913 of 56 per cent in quantity and 50 per cent in value, but an increase from 1913 to 1917 of 16 per cent in quantity and 83 per cent in value. China appears to have drawn large amounts of cement from French Indo-China, Hongkong, and Macao, but it is clear that these imports consisted of merchandise in tr[illegible]ay may therefore be disregarded in any consideration of the subject by

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hare contributed by Belgium decreased from 3,182,533 pounds, value $15,252, to 207,467 pounds, value $977, in 1913, and to nothing in 1917, the decrease irst period being 93 per cent in quantity and 94 per cent in value. The share n increased from 40,671,200 pounds, value $196,701, in 1908 to 40,690,267 , value $195,235, in 1913 and 40,808,000 pounds, value $336,820, in 1917, the m 1908 to 1913 being 0.5 per cent in quantity, with a decrease of 0.7 per cent e, and the gain from 1913 to 1917 being 0.3 per cent in quantity and 73 per cent e (a somewhat remarkable showing). Russia's share, nearly all from her Pacific xcept in 1908, when European ports were the more prominent, was 15,991,467 , value $76,777, in 1908, 5,170,400 pounds, value $54,527, in 1913, and 10,102,267 , value $76,809, in 1917, a loss for the first period of 67 per cent in quantity and cent in value, with a gain for the second period of 95 per cent in quantity and cent in value. The share of the United Kingdom dropped from 6,701,867 s, value $32,214, in 1908 to 134,533 pounds, value $1,371, in 1913, and to 2,400 s, value $333, in 1917, the percentage of loss being 98 per cent in quantity and cent in value for the first period and 98 and 68 per cent loss in quantity and value tively, for the second period. The United States has practically no share in 's imports of cement in the years mentioned.

or to 1904 the values of imports shown in the Returns of Trade and Trade Reports sented market values in a Chinese port, including import duty. For 1904 and quent years c. i. f. values are shown, including invoice cost, freight, and insur- but not duty nor charges after the goods leave the ship's side.

CEMENT IMPORTS OF CHINA BY COUNTRIES.

Countries.	1908		1913		1917	
	Quantity.	Value.	Quantity.	Value.	Quantity.	Value.
	Pounds.	*Dollars.*	*Pounds.*	*Dollars.*	*Pounds.*	*Dollars.*
um	3,182,533	15,252	207,467	977		
sh India			16,000	83	266	8
da			1,600	51	133	1
en			20,000	105	267,600	2,158
mark			204,000	982		
ce	180,000	862				
ch Indo-China	15,390,533	73,829	10,175,200	57,867	4,491,067	55,229
many	10,962,133	52,543		23,311		
gkong	84,326,400	404,123	18,346,133	96,561	33,932,267	289,961
n and Formosa	40,671,200	196,701	40,690,267	195,235	40,808,000	336,820
ao	10,826,934	51,883	3,428,667	17,996	6,874,800	59,348
lippine Islands			54,000	284		
ssia:						
Land frontier			258,000	1,270	476,400	7,279
Amur ports			70,267	308		
Pacific ports	3,031,467	14,569	4,842,133	52,949	9,625,867	69,530
European ports	12,960,000	62,108				
aits Settlements					4,400	37
ited Kingdom	6,701,867	32,214	134,533	1,371	2,400	333
ited States	2,000	10	6,800	168	28,667	679
l other countries	31,200	170				
Total	188,266,267	904,374	83,459,467	449,938	96,511,867	821,396

TRADE CONDITIONS.

(Consul General Fred D. Fisher, Tientsin, Supplements to Commerce Reports, 1915.)

The effect of the European war on local industries is seen in the report of the Chee Hsin Cement Co. (Ltd.) for 1914. During the year there was a net profit of $231,264 gold. The business of the company was prosperous during the first half of 1914, when the amount of products sold approximated the total amount of the whole of the previous year. Owing to the war, however, railway construction in China was greatly interfered with, and, this being the chief source of demand for the products of the company, it suffered considerably. Cargoes of iron sheets and machinery ordered before the war, most of which were in German ships, were held up, and the goods had to be stored and transshipped. This, with the heavy insurance and the rise in the exchange of gold, made the cost of materials 20 to 30 per cent more than had been expected. The management of the company was obliged to seek business in Vladivostok and American ports; but, owing to severe competition, did not find this very profitable. Large quantities of cement, however, were supplied to the Philippine Islands for construction work there.

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(Consul General George E. Anderson, Hongkong, in Commerce Reports for Feb. 13, 1917.)

There has been a material change in the origin and direction of the cement trade of the Far East, particularly in that of China and the Philippines, in which Hongkong's large cement industry is interested. Japan is the chief gainer by the change. Imports from Hongkong into China are on the decrease, but this decrease is accounted for by the development of the trade in China in cement from portions of China under Japanese control.

(Consul General George E. Anderson in Commerce Reports for May 15, 1918.)

Restricted shipping accommodations and high freight rates have had a rather unfavorable effect upon the cement-manufacturing business in Hongkong and other cement factories in the Far East. The chief Hongkong cement interest (the Green Island Cement Co.), which has long been one of the principal cement interests in the Far East, has earned during the past year a gross profit of $495,255 Hongkong currency as compared with $610,150 Hongkong currency the previous year. The difference is ascribed to the high price of fuel, the shipping difficulties, the high exchange value of silver, and the difficulty in procuring raw materials. As to fuel, the manager of the cement company referred to stated at the annual meeting that it is now paying $32 local currency, or $24 gold, for coal for which it paid $20 local currency, or $12 gold at exchange current a year ago, and $10 local currency, or $6 gold at exchange current the year before.

The company has found it necessary, owing to disturbed conditions in China, and owing to the alleged hostile action on the part of Chinese interests, to go all the way to Tonkin for most of its limestone, although stone has come forward from China in larger supplies the past year.

CUBA.

Imports of cement into Cuba for years under discussion were as follows: 1908, 746,452 barrels, value $744,442; 1913, 1,510,830 barrels, value $1,370,296; 1916, 1,432,062 barrels, value $1,684,374; increase from 1908 to 1913, 102 per cent in quantity, 84 per cent in value; from 1913 to 1916, a decrease of 5 per cent in quantity, but an increase of 23 per cent in value.

Belgium's share in these imports was 47,476 barrels, value $48,848, in 1908, and 22,649 barrels, value $16,198, in 1913, but decreased to zero in 1916. The share of France decreased from 50,028 barrels, value $58,639, in 1908 to 48,881 barrels, value $69,391, in 1913, and to 19,186 barrels, value $42,183, in 1916, representing a loss of, 2 per cent in quantity but a gain of 16 per cent in value from 1908 to 1913, and a loss of 61 per cent in quantity, 39 per cent in value, from 1913 to 1916. The major portion of Cuba's cement imports were, of course, from the United States, whose shares were 637,729 barrels, value $626,206, in 1908, 1,429,955 barrels, value $1,275,090, in 1913, 1,411,716 barrels, value $1,640,681, in 1916; an increase of 124 per cent in quantity, 104 per cent in value, for the first period, and a decrease of 1 per cent in quantity but an increase of 29 per cent in value for the second period.

The Bureau lacks precise information with respect to the weight of a barrel of cement in Cuba, but it seems safe to say that it is between 380 and 400 pounds, probably about the latter figure.

The value of imported merchandise, as shown in the semiannual Comercio Exterior of Cuba, is the usual wholesale value in the country from which the article is imported increased by the cost of all coverings or receptacles, as well as other charges and expenses incident to preparing the merchandise for shipment. Commission on an invoice is included, but not the consular fees. Incidental expenses, customhouse and statistical fees, papers, and stamps, wharfage, etc., are also included in the dutiable value, but freight is not included, except in case of transshipment on a new bill of lading, when the charge for conveyance from the first to the second country must be included in the cost of the merchandise.

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CEMENT IMPORTS OF CUBA BY COUNTRIES.

Countries.	1908		1913		1916	
	Quantity.	Value.	Quantity.	Value.	Quantity.	Value.
	Barrels.	*Dollars.*	*Barrels.*	*Dollars.*	*Barrels.*	*Dollars.*
Austria	180	188				
Belgium	47,476	48,848	22,649	16,198		
France	50,028	58,639	48,881	69,391	19,186	42,183
Germany	9,487	9,117	3,421	3,760		
Italy			18	6		
Netherlands	90	173				
Spain	916	662	38	164	703	907
United Kingdom	546	609	5,868	5,687	457	603
United States	637,729	626,206	1,429,955	1,275,090	1,411,716	1,640,681
Total	746,452	744,442	1,510,830	1,370,296	1,432,062	1,684,374

DUTCH EAST INDIES.

The following are the official figures of cement imports into the Dutch East Indies in 1908, 1913, and 1915, quantities not being stated for the first of these years: 1908, $567,364; 1913, 776,267 barrels, $1,560,297; 1915, 234,546 barrels, $490,293; percentage of gain from 1908 to 1913, 175 in value; percentages of loss from 1913 to 1915, 70 in quantity, 69 in value.

The chief participants in these imports were Belgium, Germany, Netherlands, Straits Settlements, and the United Kingdom. The share of Belgium was $40,116 in 1908, 117,215 barrels, value $235,602, in 1913, and 526 barrels, value $1,099, in 1915; gain from 1908 to 1913, 487 per cent in value; loss from 1913 to 1915, substantially 100 per cent in quantity and value. Germany's share was $89,112 in 1908, 217,567 barrels, value $437,310, in 1913, and 30,680 barrels, value $64,133, in 1915; gain from 1908 to 1913, 391 per cent in value; loss from 1913 to 1915, 86 per cent in quantity, 85 per cent in value. Netherlands shared to the extent of $331,312 in 1908, 373,323 barrels, value $750,379, in 1913, and 155,006 barrels, value $324,024, in 1915, a gain of 126 per cent in value from 1908 to 1913, but a loss of 58 per cent in quantity, 57 per cent in value, from 1913 to 1915. The share of the Straits Settlements (Penang, Malacca, and Singapore) was $60,962 in 1908, 25,508 barrels, value $51,271, in 1913, and 21,259 barrels, value $44,439, in 1915; loss from 1908 to 1913, 16 per cent in value, and from 1913 to 1915, 17 per cent in quantity, 13 per cent in value. The United States had no share in the cement imports of the Straits Settlements in either of the years referred to.

The Bureau is not in possession of precise information with respect to the weight of a barrel of cement in the Dutch East Indies. It seems safe to say, however, that it is between 380 and 400 pounds, probably about the latter figure.

Foreign-trade values in the trade reports of the Dutch East Indies are official valuations. Goods dutiable ad valorem (earthenware, drugs, foods, textiles, etc.) are valued according to the average prices prescribed by the Director of Finance, other valuations being established on the basis of data furnished by the Department of Agriculture, Industry, and Trade, by chambers of commerce, and by private merchants.

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CEMENT IMPORTS OF DUTCH EAST INDIES BY COUNTRIES.[a]

Countries.	1908		1913		1915	
	Quantity.[b]	Value.	Quantity.	Value.	Quantity.	Value.
		Dollars.	*Barrels.*	*Dollars.*	*Barrels.*	*Dollars.*
Australia		2,412				
Belgium		40,116	117,215	235,602	536	1,080
British India			4,526	9,097	424	856
China					4,086	8,541
Denmark		402			3,812	7,968
France		5,613				
French Indo-China						
Germany		89,112	217,567	437,316	36,680	64,133
Hongkong		1,137			9,065	18,949
Italy		859				
Japan		12			1,490	2,115
Netherlands		331,372	373,323	750,379	135,000	334,024
Penang		29,297	8,282	16,647	5,506	11,510
Malacca		6			502	1,049
Singapore		31,659	17,226	34,624	15,251	31,880
Sweden		54				
United Kingdom		35,373	31,947	64,213	4,582	9,578
All other countries			6,175	12,413	1,397	965
Sources unknown			6	12	1,719	3,595
Total		567,364	776,267	1,560,297	234,546	490,288

[a] The figures are exclusive of Government stores. [b] Quantity not stated.

EGYPT.

Imports of cement into Egypt, according to the official reports of that country, amounted to 18,670,979 pounds, value $673,512, in 1908, 12,908,964 pounds, value $533,206, in 1913, and 3,780,447 pounds, value $366,882, in 1916, a decrease from 1908 to 1913 of 31 per cent in quantity and 21 per cent in value, and from 1913 to 1916, 77 per cent in quantity and 31 per cent in value.

Austria-Hungary participated in these imports to the extent of 120,151 pounds, value $3,945, in 1908, and 2,154,335 pounds, value $78,318, in 1913, but its share dropped to zero in 1916; gain from 1908 to 1913, 1,693 per cent in quantity and 1,885 per cent in value. Belgium's share was 6,604,982 pounds, value $224,753, in 1908, 5,462,117 pounds, value $209,088, in 1913, and nothing in 1916; loss from 1908 to 1913, 17 per cent in quantity and 7 per cent in value. The shares which came from France and Algeria were 4,579,616 pounds, value $153,473, in 1908, 1,581,580 pounds, value $64,809, in 1913, and 215,389 pounds, value $20,430, in 1916, a decrease from 1908 to 1913 of 65 per cent in quantity and 58 per cent in value, and from 1913 to 1916, 86 per cent in quantity and 68 per cent in value. The shares of Germany amounted to 29,762 pounds, value $1,251, in 1908, 344,798 pounds, value $12,778, in 1913, 661 pounds, value $64, in 1916; gain from 1908 to 1913, 1,059 per cent in quantity and 921 per cent in value; loss from 1913 to 1916 substantially 100 per cent in quantity and value. Italy's share was 85,759 pounds, value $2,837, in 1908, 257,938 pounds, value $9,891, in 1913, and 3,297,200 pounds, value $313,200 in 1916; a gain from 1908 to 1913 of 201 per cent in quantity and 249 per cent in value, and from 1913 to 1916, 1,178 per cent in quantity and 3,067 per cent in value. Russia furnished a considerable share of the imports of 1908, viz, 794,979 pounds, value $31,646, out of a total of 18,670,979 pounds, value $673,512, but contributed nothing of importance in 1913 or 1916. The share of the United Kingdom was 6,316,179 pounds, value $249,740, in 1908, 3,029,782 pounds, value $155,500, in 1913, and 263,229 pounds, value $32,694, in 1916, the decrease from 1908 to 1913 being 52 per cent in quantity and 38 per cent in value, and from 1913 to 1916, 91 per cent in quantity and 79 per cent in value. The United States did not participate to any important extent in the imports of cement into Egypt in either 1908, 1913, or 1916.

Import values in the official report of Egypt represent the price of the goods at the place of shipment or purchase, plus the cost of transportation and insurance. Declared values are shown in some cases, but for the bulk of the imports official values are employed. These latter are fixed for stated periods, varying from one month to one year, in consultation between the customs administration and the principal merchants interested.

Official values are applied to more than 50 per cent of the articles imported. Imported jewelry is still appraised considerably below its actual value, in order to prevent that the valuation of other goods approximates the true values.

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CEMENT IMPORTS OF EGYPT BY COUNTRIES.

Countries.	1908		1913		1916	
	Quantity.	Value.	Quantity.	Value.	Quantity.	Value.
	Pounds.	*Dollars.*	*Pounds.*	*Dollars.*	*Pounds.*	*Dollars.*
Austria-Hungary	120,151	3,945	2,154,335	78,318	.....	.....
Belgium	6,694,983	224,753	5,482,117	209,068	.....	.....
France and Algeria	4,579,646	153,478	1,881,580	64,809	215,389	20,430
Germany	20,762	1,251	344,709	12,778	661	64
Greece	40,344	1,527	11,028	430	.....	.....
Italy	85,759	2,837	257,938	9,891	3,297,200	313,200
Russia	794,979	31,646	.....	.....	.....	.....
United Kingdom	6,316,179	249,740	3,029,782	155,500	263,229	32,694
United States	.....	.....	.....	.....	3,968	494
All other countries	99,207	4,340	62,390	2,392	.....	.....
Total	18,670,979	678,512	12,903,964	533,206	3,780,447	366,882

FINLAND.

Finland's imports of cement amounted to 120,839,928 pounds, value $547,827, in 1908 and to 276,100,063 pounds, value $969,143, in 1913, an increase of 128 per cent in quantity, 77 per cent in value. Shares of the leading countries in these imports, with percentages of increase or decrease from the former to the latter year, follow: Belgium—1908, 7,629,342 pounds, value $33,475; 1913, 229,278 pounds, value $805; decrease, 97 per cent in quantity, 97 per cent in value; Denmark—1908, 23,319,670 pounds, value $102,318; 1913, 134,876,052 pounds, value $473,430; gain, 478 per cent in quantity, 363 per cent in value; Germany—1908, 54,721,142 pounds, value $240,097; 1913, 105,151,629 pounds, value $369,094; gain, 92 per cent in quantity, 54 per cent in value; Norway—1908, 4,016,781 pounds, value $35,248; 1913, 88,184 pounds, value $310; decrease, 98 per cent in quantity, 99 per cent in value; Russia—1908, 306,944 pounds, value $1,347; 1913, 4,960,842 pounds, value $17,414; gain, 1,516 per cent in quantity, 1,193 per cent in value; Sweden—1908, 30,846,049 pounds, value $135,342; 1913, 30,786,860 pounds, value $108,065; decrease, 0.2 per cent in quantity, 20 per cent in value.

The values shown in the Finnish annual trade statement are frontier values, calculated on the basis of the average price of merchandise at the time it reaches the frontier.

CEMENT IMPORTS OF FINLAND BY COUNTRIES.

Countries.	1908		1913	
	Quantity.	Value.	Quantity.	Value.
	Pounds.	*Dollars.*	*Pounds.*	*Dollars.*
Belgium	7,629,342	33,475	229,278	805
Denmark	23,319,670	102,318	134,876,052	473,430
Germany	54,721,142	240,097	105,151,629	369,094
Netherlands	.....	.....	4,321	15
Norway	4,016,781	35,248	88,184	310
Russia	306,944	1,347	4,960,842	17,414
Sweden	30,846,049	135,342	30,786,860	108,065
United Kingdom	.....	.....	2,897	10
Total	120,839,928	547,827	276,100,063	969,143

FRANCE.

The imports of cement into France amounted to 69,555,130 pounds, value $176,585, in 1908; 265,918,852 pounds, value $638,830, in 1913, and 238,871,496 pounds, value $588,650, in 1916, the increase from 1908 to 1913 being 282 per cent in quantity and 262 per cent in value, and from 1913 to 1916 the decrease being 10 per cent in quantity and 8 per cent in value. The official reports of France do not show values of cement imported by countries, that for 1916 not even showing such imports by quantities, and the imports of 1908, which constituted a single class, were in 1913 and 1916 subdivided into two classes, viz, "slow setting" and "rapid setting." For purposes of analysis, therefore, the figures of the two latter classes are combined.

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The principal participants in the cement imports of France were Belgium, Germany, Spain, and Switzerland. The share of Belgium increased from 34,580,033 pounds in 1908 to 109,813,331 pounds in 1913, a gain of 218 per cent; that of Germany grew from 19,748,807 pounds in 1908 to 122,538,282 pounds in 1913, a gain of 520 per cent; that of Spain from 3,431,460 pounds in 1908 to 5,571,024 pounds in 1913, a gain of 63 per cent; that of Switzerland from 11,553,868 pounds in 1908 to 24,658,451 pounds in 1913, an increase of 113 per cent. The United Kingdom had a small share in the imports of 1908, 121,914 pounds out of a total of 69,555,130 pounds, and may have participated to an unknown degree in the totals of the later years.

For methods of computing values in the foreign-trade statistics of France, see page 62.

CEMENT IMPORTS OF FRANCE BY COUNTRIES.

Classes and countries whence imported.	1908		1913		1916	
	Quantity.	Value.	Quantity.	Value.	Quantity.	Value.
Cement:	*Pounds.*	*Dollars.*	*Pounds.*	*Dollars.*	*Pounds.*	*Dollars.*
Belgium	34,580,033	.....	.....	.....	.....	.....
Germany	19,748,807	.....	.....	.....	.....	.....
Spain	3,431,460	.....	.....	.....	.....	.....
Switzerland	11,553,868	.....	.....	.....	.....	.....
United Kingdom	121,914	.....	.....	.....	.....	.....
All other countries	119,048	.....	.....	.....	.....	.....
Total	69,555,130	a 176,585	.....	606,329	238,658,973	584,963
Slow setting—						
Belgium	.....	.....	98,012,107	.....	.....	.....
Germany	.....	.....	122,538,282	.....	.....	.....
Switzerland	.....	.....	24,658,451	.....	.....	.....
All other countries	.....	.....	2,147,280	.....	.....	.....
Total	.....	.....	247,356,120	.....	.....	.....
Rapid setting—						
Belgium	.....	.....	11,801,224	.....	.....	.....
Spain	.....	.....	5,571,024	.....	.....	.....
All other countries and French colonies and protectorates	.....	.....	1,190,484	.....	.....	.....
Total	.....	.....	18,562,732	a 32,501	212,523	3,667
Grand total	69,555,130	176,585	265,918,852	638,830	238,871,496	588,650

a The total average value per unit of quantity may be applied to the quantities of the various countries if desired.

TRADE CONDITIONS.

(Commercial Attaché C. W. A. Veditz, Paris, in Daily Commerce Reports for Mar. 21, 1916.)

Perhaps the most important building-trades publication in France, Le Batiment, has just announced an interesting project for the establishment of a general federation, cooperating with the Government, for organizing the imports of materials necessary for building and construction enterprises, in order to facilitate the prompt resumption of normal economic life. The announcement of this project has the following statements:

The ordinary manufacturer, and even the wealthy merchant, can only buy for himself in limited quantities. The best organized societies can not handle large transactions involving several millions. What can not be done by individuals or by small organizations can, however, be accomplished by a powerful general organization.

We shall have to buy the necessary materials to the amount of hundreds of millions of francs, and these purchases can not be effected without the official cooperation of the Government.

It is necessary that the State make an immediate inventory of the resources that France now possesses in materials of all kinds, precisely as would be done by a well-administered large private organization, in order to estimate the extent and character of necessary imports. These imports should comprise: (1) The materials necessary for putting into good condition our railroads, and to build the railroads of Morocco, for it is first of all indispensable to perfect our transportation facilities; (2) the materials necessary for rebuilding, especially homes, buildings, and workshops; (3) the machines, motors, and all that would be necessary properly to install our factories and workshops; (4) the primary materials necessary for manufactures and trade.

It is in the interest of each individual to determine immediately the approximate goods which he will need, or merchandise which he can furnish, or finan-

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urces of which he can dispose, and to indicate the credit of which he may ed. These three elements constitute the basis of a general organization. oregoing announcement is particularly interesting in view of the fact that ls for construction in all lines will have to come in large measure from the States.

Commercial Attaché C. W. A. Veditz, Paris, in Daily Commerce Reports for Feb. 3, 1917.)

French Minister of the Interior has just published the results of an investigation under his direction concerning the supplies of building materials likely to be ble for reconstruction work in France upon the conclusion of peace. Among aterials thought to be available in sufficient quantities are stone, brick, sand, t, tile, building hardware, wall paper, and certain others of minor importance. elieved that for lime, iron pipe, street-paving materials, and sandstone French ction may be increased to a point that will meet the demands. In the groups terials in which a shortage may be felt are plaster, timber and lumber, slate, ural iron and steel, heavy hardware, tin, zinc, lead, plumbing supplies, pumps, ary appliances, heating apparatus, paint, and glass of all sorts.

s reported by the Government that the necessary steps will be taken promptly courage the larger production of those materials of which there will undoubtedly very considerable need as soon as building operations are resumed on a large scale. e measures consist mainly of: The provision of facilities for obtaining the neces- equipment for producing building material; the resumption of operations in ts that were shut down; the resumption of the exploitation of mines and quarries; reopening and improved equipment of brickyards, tile works, and establishments ged in the manufacture of lime and cement and other basic building materials; ly the adoption of measures to increase the available supply of labor. It is, fur- more, stated by the Government that every effort will be made to have the work reconstruction undertaken as far as possible by local concerns. It is of course erally understood that the Government will give financial assistance to all manner reconstruction work in the devastated regions of France.

(Commercial Attaché C. W. A. Veditz, Paris, in Daily Commerce Reports for Dec. 27, 1917.)

One of the leading building-trades publications in France, Le Batiment, in its issue November 11, contains an interesting study of the probable cost of building mate- ls in France after the war. The author opposes the view, sometimes expressed, t the prices of materials may be expected to return to approximately the level of 14. He states that a simple examination of the underlying causes of present high ces is sufficient to indicate future tendencies.

The increased price for stone and sand, raw materials extracted directly from the il, is due to the increased cost of labor and of fodder for traction animals. The creased cost of labor will not disappear, for there have been no examples in the past an average decrease in wages coinciding with an increased demand for labor. After e war the demand for labor will be urgent and there is likely even to be an increase various categories of labor. A serious decline in the cost of building materials can t be expected, so far as labor is concerned, and the same is true of labor throughout e building trades.

The increased price of hay and oats, which has a direct influence upon local trans- ortation costs, can hardly be expected to decline for some time; French peasants will ill be unable to count upon the same aid from their children that they obtained efore the war, and agricultural crops will cost more to produce and will sell at higher rices. It may, therefore, be concluded that the price of building materials can not decline, because the causes that have contributed to the existing increase will con- inue to be operative and may be even more intense than before.

With regard to wood, it should be noted that French forests have been subjected to an unusually intensive and often uneconomical exploitation, and that the abnormal consumption caused by the large-scale construction of barracks and provisional edifices will leave a deficit in the supply. It will take many years to overcome the deforestation that has gone on during the war. As for the use of wood from the French colonies, the Government is preparing a law to facilitate the importation of such woods, but the cost of transportation and the increased cost of labor will very probably result in bringing the price of this wood to a level that will exceed by at least one-third the prices prevailing in 1914. Wood from Sweden and Norway, the price of which is exceedingly high, will be demanded throughout Europe, and can not be furnished in sufficient quantities.

Even though, in spite of these factors, there should be a reduction in the price of lumber, the abnormally high price of labor will more than offset any such possibilities,

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and the price of building timbers, even though it may be somewhat less than the present prices, will in any event be considerably higher than in 1914.

Steel and other metals will probably be obtainable at lower prices as soon as the manufacture of munitions of war ceases, but the price level will not reach the figure of 1914, particularly because of the increased cost of labor.

In the manufacture of builders' hardware the cost of labor is much more important than the cost of raw materials, and the reduction in materials will have little or no effect upon builders' hardware, locksmiths' wares, and the like.

Tiles, bricks, and all articles of pottery, in general, will undergo the same influences as stone and sand; any difference in favor of these products will be attributable only to a reduction in the cost of coal; but the reduced price of coal will follow slowly upon the cessation of hostilities, for the principal French mines, greatly damaged by the enemy, will require considerable time to resume operation upon a basis approaching that of 1914; moreover, new workshops and manufactories, which will be established throughout France, will require coal, and the probably increased demands will tend to postpone any important decline in prices.

Summing up the facts to which he calls attention the author of the article predicts that the cost of building in France will probably be maintained at nearly the present level, with not more than 5 or 10 per cent difference, largely because the relative importance of primary materials entering into construction work is too small as compared with the cost of labor—both the labor that makes the materials and the labor that builds.

The reconstruction of the invaded and devastated regions and the repair of buildings whose upkeep has been neglected during more than three years of war, will lead to demands for building materials and building activities far in excess of the available means for their accomplishment.

GERMANY.

Germany's imports of cement (including tripoli and ground limestone in 1908) aggregated 371,484,360 pounds, value $1,132,166, in 1908, and 371,363,106 pounds, value $1,058,386, in 1913, a decrease of 0.03 per cent in quantity, 7 per cent in value. The following are the more important countries involved, with figures of their shares in the trade and percentages of gain or loss: Austria-Hungary—1908, 59,172,566 pounds, value $191,590; 1913, 122,142,777 pounds, value $375,802, increase 106 per cent in quantity, 96 per cent in value; Belgium—1908, 216,968,134 pounds, value $585,480; 1913, 138,034,856 pounds, value $335,342, decrease of 36 per cent in quantity, 43 per cent in value; Denmark—1908, 32,095,890 pounds, value $124,712; 1913, 51,718,814 pounds, value $159,222; gain 60 per cent in quantity, 28 per cent in value; France—1908, 37,565,061 pounds, value $145,894; 1913, 12,681,300 pounds, value $43,792, decrease 66 per cent in quantity, 70 per cent in value; Switzerland—1908, 13,757,586 pounds, value $40,222; 1913, 45,343,331 pounds, value $139,468, gain 230 per cent in quantity, 247 per cent in value. It should be observed in considering these figures that the imports for 1908 include an indeterminate quantity of tripoli and ground limestone, the imports of which in 1913 amounted to 76,099,699 pounds, value $165,410. The comparisons given above are therefore somewhat deceptive. Of the amount of tripoli and ground limestone imported in 1913 more than one-half came from Switzerland.

For methods of computing values in the foreign-trade statistics of Germany, see page 64.

CEMENT IMPORTS OF GERMANY BY COUNTRIES.

Classes a and countries whence imported.	1908 a		1913	
	Quantity.	Value.	Quantity.	Value.
Portland and Roman cement:	*Pounds.*	*Dollars.*	*Pounds.*	*Dollars.*
Austria-Hungary	59,172,566	191,590	122,142,777	375,802
Belgium	16,968,134	585,480	138,034,856	335,342
Denmark	32,095,890	124,712	51,718,814	159,222
France	37,565,061	145,894	12,681,300	43,792
Russia, European	5,253,362	20,468		
Switzerland	13,757,586	40,222	45,343,331	139,468
All other countries	6,671,561	23,800	1,442,028	4,760
Total	371,484,360	1,132,166	371,363,106	1,058,386

a Figures include tripoli and ground limestone.

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TRADE CONDITIONS.

(Consul Harry G. Seltzer, Breslau, in Commerce Reports for Apr. 12, 1916.)

ddition to the financial statements of various cement industries previously
ed, several submitted more recently give further details of the business. These

esia." Neue Oppelner Portland-Zementfabrik A. G., Oppeln.—The balance
for 1915 providing for the distribution of a 6 per cent dividend (8 per cent in
showed the figures: Gross factory profits, $80,544 ($203,852 in 1914); expendi-
$44,963 ($48,249); amortizations, $29,555 ($49,767); net profits, $6,034 ($106,836).
proposed to distribute this profit, together with a balance of $60,599 from pre-
year, or a total of $66,633. The earnings of the company for 1915 were materially
ded by the profits of the Oppelner Textilosewerk G. m. b. H., a dependent
rn manufacturing cement bags for the use of the cement works in peace times.
extile works were extended and were busily employed on Government contracts
rlap bags.

pelner-Frauendorfer Portland-Zementwerke A. G.—According to the annual
t of the board of trustees, 1915 shipments were barely equal to one-third of the
nts in normal times. During the first half of the year the works were almost
standstill and could resume operations only after complying with certain restric-
. The gross profits, including balance from 1914, were $40,790 ($94,148 in 1914),
which it is proposed to use for amortization $23,966 ($63,009 in 1914), and dis-
ite the balance of $16,824 ($31,139 in 1914) as follows: A 3 per cent dividend,
unting to $14,280 (5 per cent, amounting to $23,800, in 1914), to the stockholders;
oration tax $476 as in 1914; and $2,068 to new account. Of the mortgage indebted-
, $11,900 was paid off, leaving a balance of $107,100.

ppelner Portland-Cement-Fabriken, vorm. F. W. Grundmann.—This important
ver Silesian cement factory also reports very limited sales in 1915. The high cost
actory supplies, taxes, etc., have increased the cost of production so much that,
n with improved selling prices, there is little profit. Only the reserves earned
he preceding year made it possible to pay a dividend of 4 per cent (6 per cent
914).

'ortland-Zementfabrik, vorm. A. Geisel, in Oppeln.—The annual report of this
pany attributes the bad results for 1915 to the same causes mentioned in the pre-
ing reports. The gross profits, including balance transferred from 1914, amounted
$97,476, as compared with $139,695 in 1914.

(Consul Harry G. Seltzer, Breslau, in Commerce Reports for Mar 10, 1917.)

The sales bureau of the Silesian Portland Cement Works increased cement prices
11.9 cents per 100 kilos (220.4 pounds), effective January 1, 1917. The price for
cks has also been increased and now amounts to 28.56 cents each; but when old
cks are returned, only 23.8 cents will be refunded. New sales prices will be fixed
gularly every fortnight until such time as an agreement may be concluded with
e Rheinisch-Westphalian and Central German groups of manufactures. Numerous
tempts have recently been made to conclude such a convention, but without
ccess. These occasional price increases for cement are not due to the ordinary
ws of supply and demand, for the supplies are overabundant and there is a very
mited demand for cement for building operations, etc. But there is much uncer-
inty in the various cement manufacturing districts caused by the loss of export
ade, the increasing cost of storage and upkeep, etc.

(Commerce Reports for Aug. 29, 1918.)

The Board of Trade Journal quotes the following item from the Rheinisch-West-
alische Zeitung concerning the position of the German cement industry in 1917:

"The report for 1917 of the Rhenish-Westphalian Cement Syndicate states that
luring that year it was several times necessary to raise prices in order to keep pace
with the continually increasing cost of production. The results for the year were
more favorable than those for 1916, chiefly owing to the greater army demand. On
the other hand, the factories were adversely affected by deterioration in quality of
the oils, fats, coals, and other materials required for their working. They suffered
still more from the fact that often repairs could not be effected adequately or at the
right time because of lack of labor, while spare parts were in many cases unprocur-
able. The greater wear and tear to which the factories were subjected made it neces-
sary to write off larger amounts and to lay aside greater reserves for renewals. It is
questionable, however, whether the deterioration of plant and material can be made
good by money reserves, and in any case unwelcome consequences are bound to
follow.

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"With regard to the future, the report observes that the army demand can not be forecast, but that the factories must always be prepared to meet the maximum claims that may be made upon them from that quarter. It would therefore be unjust to cut down too severely the quotas of coal assigned to the cement industry, as this would increase the number of closed-down factories and diminish the possible total output. The interests of the industry also demand that any taxation imposed on cement production shall fall equally on competing building materials, and that protection should be afforded against the foundation of new and unnecessary concerns and against the competition of foreign products. Attention should be paid to this last point in the conclusion of commercial agreements."

MEXICO.

The official trade statistics of Mexico relate to years ended June 30. No official report is available giving statistics relative to the imports of cement into Mexico for a later year than 1912. Such imports in that year amounted to 291,224,931 pounds, value $1,105,329, in 1908, and to 112,715,878 pounds, value $414,545, in 1912, a decrease of 61 per cent in quantity, 62 per cent in value.

The principal contributing countries, with figures of imports in 1908 and 1912, and gain or loss for the period, were as follows: Belgium—19,296,911 pounds, value $69,748, in 1908; 8,916,493 pounds, value $32,944, in 1913; loss for the period, 54 per cent in quantity, 53 per cent in value. France—4,668,428 pounds, value $19,299, in 1908; and 1,212,285 pounds, value $6,275 in 1913; decrease, 73 per cent in quantity, 67 per cent in value. Germany—109,541,189 pounds, value $393,537, in 1908; 23,060,464 pounds, value $77,312, in 1913; decrease, 79 per cent in quantity, 80 per cent in value. The United Kingdom—83,529,850 pounds, value $270,530, in 1908; 39,717,066 pounds, value $119,269, in 1913; loss, 52 per cent in quantity, 56 per cent in value. The United States—58,074,021 pounds, value $314,098, in 1908; 39,549,269 pounds, value $177,334 in 1913; loss, 32 per cent in quantity, 44 per cent in value.

Invoice values (valores de factura) are shown in the official Mexican trade reports for the merchandise imported into Mexico, the amounts expressed in foreign currencies, so far as this report is concerned, being converted into Mexican pesos at the rate of $0.4984 per peso.

CEMENT IMPORTS OF MEXICO BY COUNTRIES.

Classes and countries whence imported.	1908.[a]		1912.[a]	
	Quantity.	Value.	Quantity.	Value.
Common lime, hydraulic lime, Roman or Portland cement, and carbonate of lime or Spanish white:	*Pounds.*	*Dollars.*	*Pounds.*	*Dollars.*
Austria-Hungary	813	18	33,069	193
Belgium	19,296,911	69,748	8,916,493	32,944
British Honduras	3,009	22	14,837	73
Canada	187,585	651	.....	.....
China	276	7	.....	.....
Denmark	370,240	1,584	65,657	293
France	4,668,428	19,299	1,212,285	6,275
Germany	109,541,189	393,537	23,060,464	77,312
Guatemala	297,903	687	98,316	665
Italy	11,636	81	237	12
Japan	553	10	.....	.....
Netherlands	39,683	228	.....	.....
Norway	476,194	1,526	.....	.....
Russia	13,567,105	28,209	.....	.....
Spain	848,008	3,620	3,880	23
Sweden	311,526	1,474	44,312	150
United Kingdom	83,529,850	270,530	39,717,066	119,269
United States	58,074,021	314,098	39,549,269	177,334
Total	291,224,931	1,105,329	112,715,878	414,545

[a] Year ended June 30.

TRADE CONDITIONS.

[Consul William W. Canada, Vera Cruz, in Commerce Reports for Jan. 22, 1915.

The bulk of the cement consumed in this consular district comes from native factories, which furnish a satisfactory grade for the local requirements. Most of the cement is used for floors, sidewalks, and the large paved drying yards used on the tropical plantations, especially those that produce coffee. The reinforced concrete work in this district is so limited as to be scarcely a factor and is confined, for the most part, to the city of Vera Cruz. There is no demand for white cement in this part of Mexico.

always a market for cement in barrels in certain parts of this district, as is liable to deterioration during transit overland, on account of the prevailing certain months of the year of tropical rainstorms. The native product, of excellent grade, is packed in sacks only. German and Belgian manufacturers have filled the demand for cement more satisfactorily than Americans, European barrels are made of heavier stock and are secured by metal instead of hoops. Consumers and importers complain that the poorly constructed wood for packing American cement result in much waste in transit. Besides, handling of a large shipment, a certain number of barrels invariably fall to pieces. It is not believed, therefore, that American manufacturers can successfully compete with the European market, when the latter again becomes a source of supply without competing in the quality of packing used, as well as in the grade of cement.

Formerly the mill that has produced the cement most extensively used in this city has not been in operation, but it is arranging again to furnish its product to the Vera Cruz market.

During the time that the native cement was not available, notwithstanding the depreciation of Mexican money has fallen to about a third of its normal value, local importers did not announce that sales have been good. Since the opening of hostilities in Europe they have been purchasing their stock in the United States. They expect, however, an appreciable falling off in their cement business, now that the Mexican product is available.

Imported cement has been selling as high as ₱20 per barrel, equal under normal exchange conditions to about $10 in American currency, but only about $3.60 at the present value of the Mexican peso. As near as can be learned, the price to the dealer is ₱14, equivalent to about $2.55. The native mills quote prices on cement by the metric ton (2,204.6 pounds). In Vera Cruz the representatives of the Mexican manufacturers of cement offer their product at ₱10 (about $1.80) per ton lower than the price of imported cement.

The cost to the importer of foreign cement laid down in Vera Cruz warehouses has been estimated at $11.97 per metric ton, or $1.66 per barrel of 380 pounds net. The cost in Mexico City is estimated at ₱75.92, or, with exchange at ₱5.50 to the dollar, $13.80 per metric ton.

NETHERLANDS.

The Netherlands, in its report of imports, shows a single class which includes not only cement but ground, broken, or crushed stone, mortar, etc., a class much too general and inclusive to be of special interest to those interested only in the article first named. It is safe to say that imports under this general class increased from 663,853,047 pounds, value $1,815,800, in 1908 to 1,201,918,724 pounds, value $3,287,476, in 1913, and decreased to 846,618,234 pounds, value $2,315,662, in 1915; the gain from 1908 to 1913 was 81 per cent in quantity and the same in value, and from 1913 to 1915 the loss was 30 per cent in quantity and the same in value. Germany and Belgium were the only contributing factors in these imports worthy of special mention, although the United Kingdom contributed to a small extent each year.

CEMENT IMPORTS OF NETHERLANDS BY COUNTRIES.

Classes and countries whence imported.	1908		1913		1915	
	Quantity.	Value.	Quantity.	Value.	Quantity.	Value.
Cement, broken, or crushed stone, or so-called fine stone, mortar, or cement:	*Pounds.*	*Dollars.*	*Pounds.*	*Dollars.*	*Pounds.*	*Dollars.*
Belgium	278,301,424	761,207	507,303,326	1,387,571	37,191,437	101,734
British America			141,879	388		
Denmark	1,056,114	2,888	39,683	109	18,199	50
Dutch East Indies	441	12	2,474	8	33,069	90
France	242,506	663	1,225,824	3,353		
Germany	343,860,095	937,538	649,596,250	1,776,770	797,096,128	2,180,210
Greece			22,046	60		
Italy	132,276	361	1,164,686	3,185		
Norway	551,620	1,509	1,712,092	4,683	488,319	1,335
Spain	49,204	134				
Sweden	7,911,692	21,640	10,039,330	27,459	34,943	96
United Kingdom	32,371,870	88,543	30,481,403	83,372	11,745,183	32,084
United States	477,005	1,305	189,731	519	22,976	63
Total	663,853,047	1,815,800	1,201,918,724	3,287,476	846,618,234	2,315,662

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The annual statement of the foreign trade of the Netherlands gives partly real, partly official, values, supposed to represent the current prices in the Netherlands. Declared values are given for about 110 articles of the import schedule—goods subject to ad valorem duties and some duty-free goods, representing about 10 per cent of the total imports. Textile manufactures and machinery are the principal goods for which declared values are shown. Such declared values are calculated at current prices in the Netherlands, less the import duty. As regards goods to which that provision can not be applied, including such goods as from their nature are of less value to others than to those for whom they are intended, the value is to be fixed at the price of purchase plus the cost of packing, transportation, insurance, and commission.

In all other cases official valuations are applied to both imports and exports. These have remained unchanged since 1847, and consequently do not reflect actual prices. In 1913, for example, wheat was valued at $1.42 a bushel. Most of the wheat exported went to Germany, where the value of wheat imported from the Netherlands was reckoned at $1.06 per bushel. Cinchona bark is valued at $7.30 a pound in the Netherlands, at $0.083 in Germany, and at $0.10 in the United States (1913).

TRADE CONDITIONS.

(Consular Agent A. C. Nelson, Scheveningen, in Commerce Reports, for Mar. 28, 1916.)

The Dutch State and city governments, as well as the railroad companies and other big concerns, seldom purchase cement themselves, but leave the buying to the contractors, subject, however, to their approval. The Government has no testing laboratories of its own, such work being done for it by private concerns. The German specification of 1909 is a generally accepted standard of quality for ordinary construction.

Cement is delivered almost exclusively in cloth bags containing 50 kilos (110 pounds) gross weight. The bags are charged to the buyer, subject to full credit upon their return to the cement manufacturer. There is no import duty on cement.

The cement trade of Holland is in the hands of a large syndicate consisting of Dutch, German, Belgian, English, and Norwegian firms, but I learned the other day that a Dutch company is about to be formed with the object of importing American goods in general and Portland cement in particular.

NORWAY.

According to its official statistics, Norway imported 99,186,468 pounds of cement, valued at $409,955, in 1908, 70,523,479 pounds, value $265,767, in 1913, and 60,289,527 pounds, value $271,175, in 1915. The decrease from 1908 to 1913 was 29 per cent in quantity and 35 per cent in value, and that from 1913 to 1915 was 14 per cent in quantity, with an increase of 2 per cent in value.

Belgium, Denmark, Germany, and the United Kingdom were the leading contributors. Belgium shared to the extent of 9,408,677 pounds, value $38,867, in 1908, 750,644 pounds, value $2,829, in 1913, but contributed nothing in 1915; the loss from 1908 to 1913 was 92 per cent in quantity, 93 per cent in value. Denmark's share was 50,391,049 pounds, value $208,275, in 1908, 19,165,271 pounds, value $72,224, in 1913, and 29,534,431 pounds, value $132,842, in 1915; decrease from 1908 to 1913, 62 per cent in quantity, 65 per cent in value; from 1913 to 1915 there was an increase of 54 per cent in quantity, 84 per cent in value. The share of Germany was 32,555,372 pounds, value $134,557, in 1908, 50,349,162 pounds, value $189,740, in 1913, and 30,390,763 pounds, value $136,694, in 1915; increase from 1908 to 1913, 55 per cent in quantity, 41 per cent in value; from 1913 to 1915 the decrease was 40 per cent in quantity, 28 per cent in value. The share of the United Kingdom amounted to 5,708,128 pounds, value $23,593, in 1908, 50,089 pounds, value $189 in 1913, and 86,046 pounds, value $387, in 1915; the percentages of decrease were 99 in quantity, the same in value, from 1908 to 1913, and those of increase 72 in quantity, 105 in value, from 1913 to 1915.

The values of the foreign trade recorded in the annual official reports of Norway are frontier values. Those for imports include the invoice price, freight, cost of packing, and insurance, but not the duty or other charges payable in Norway. The values declared by the importers are shown for goods dutiable ad valorem; in other cases the Central Bureau of Statistics estimates the average prices according to information supplied by large importers and exporters. These official valuations are revised annually.

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CEMENT IMPORTS OF NORWAY BY COUNTRIES.

Countries.	1908		1913		1915	
	Quantity.	Value.	Quantity.	Value.	Quantity.	Value.
	Pounds.	*Dollars.*	*Pounds.*	*Dollars.*	*Pounds.*	*Dollars.*
	9,403,677	38,867	750,644	2,829		
	50,391,049	208,275	19,165,271	72,224	29,534,431	132,842
	32,555,372	134,557	50,349,162	189,740	30,390,763	136,694
	357,101	1,476	2,205	8		
	770,353	3,184	206,108	777	278,287	1,252
gdom	5,706,128	23,593	50,089	189	86,046	387
es	728	3				
	99,186,408	409,955	70,523,479	265,767	60,289,527	271,175

TRADE CONDITIONS.

(Commerce Reports for Dec. 27, 1917.)

ıercial Attaché Erwin W. Thompson reports from Copenhagen, Denmark, ıew cement works has been organized at Kjøpsnses, in the neighborhood of Norway, with a capital of $800,000 to $1,000,000. It is proposed to manu- 300,000 barrels of cement per year.

PERU.

›fficial report of Peru for 1908 combines all kinds of cement under one general nd includes also manufactures of asbestos cement and other articles which ; appropriately taken in tables purporting to cover only cement suitable for ıction purposes. This causes the table which follows to be somewhat deficient ıparability as between 1908 and the two other years shown. However, it 's from an inspection of the table that imports of other articles included besides ıction cement could not have been large, and therefore an analysis is given statistics as they stand as follows: In 1908 the imports amounted to 33,016,147 s, value $219,820; 1913, 57,439,865 pounds, value $380,385; 1916, 58,558,068 ls, value $964,141; a gain of 74 per cent in quantity, 73 per cent in value, from ;o 1913, and 2 per cent in quantity, 153 per cent in value, from 1913 to 1916. 1908 the principal contributing countries were Belgium, Germany, the United ıom, and the United States. Belgium's share was 9,004,799 pounds, value 46, in 1908, 15,181,921 pounds, value $100,542, in 1913, and nothing in 1916. ncrease from 1908 to 1913 being 69 per cent in quantity, 69 per cent in value; ıare of Germany was 9,430,734 pounds, value $62,598, in 1908, 11,316,917 pounds, ; $74,945, in 1913, and 68,343 pounds, value $1,134, in 1916, the increase being er cent in quantity and the same in value for the first period, and the decrease ıe second period being 99 per cent in quantity, 98 per cent in value. The share e United Kingdom amounted to 3,540,711 pounds, value $24,391, in 1908, 2,443,019 ıds, value $16,182, in 1913, and 7,531,125 pounds, value $124,685, in 1916, a of 31 per cent in quantity, 34 per cent in value, for the first period, and a gain)8 per cent in quantity, 671 per cent in value, for the second period. The United es contributed to Peru's imports of the merchandise under consideration 10,754,001 nds, value $71,392, in 1908, 28,225,078 pounds, value $186,912, in 1913, and)77,965 pounds, value $545,974, in 1916, an increase from 1908 to 1913 of 162 per t in quantity, the same in value, and from 1913 to 1916, 17 per cent in quantity, per cent in value. It appears that the loss of the cement-producing European ıntries at war in 1916 went largely to Denmark, Japan, and Sweden, which con- ›uted in that year, respectively, 19, 3, and 6 per cent of the total quantity and same percentages of the total value of Peru's imports of cement.

The values recorded in the annual official reports of Peru are official valuations. ıports are valued according to an official valuation schedule adopted in 1910, which perseded a schedule established in 1901. It is admitted that the schedule is anti- ıated. Thus, for example, imported butter has been valued ever since 1910 at 50 ntavos per kilo, or 11 cents a pound. Butter is imported chiefly from Italy, where e export valuation in 1913 and 1914 was a little over 25 cents a pound for salted ıd 25.8 cents for fresh butter. Coal is valued at 2 centavos per kilo, or $9.89 per long ın. It is imported principally from the United Kingdom and the United States. ritish f. o. b. prices during the years 1913 to 1915 were $4.27, $4.21, and $5.99 per ›ng ton.

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CEMENT IMPORTS OF PERU BY COUNTRIES.

Countries	1908 a		1913 a		1916 a	
	Quantity.	Value.	Quantity.	Value.	Quantity.	Value.
	Pounds.	*Dollars.*	*Pounds.*	*Dollars.*	*Pounds.*	*Dollars.*
Belgium	9,004,799	59,546	15,181,921	100,542		
British India					396,828	6,570
Chile	1,488	10	101		1,191,357	19,738
Denmark					10,833,401	179,351
France	61,729	409	267,573	1,771	75,555	1,251
Germany	9,430,734	62,598	11,316,917	74,945	68,343	1,131
Italy	189,684	1,256	2,778	19		
Japan	397	5			1,757,672	25,696
Spain	32,603	214	2,481	15		
Sweden					3,725,818	59,741
United Kingdom	3,540,711	24,391	2,443,019	16,182	7,531,125	124,685
United States:						
Atlantic ports	10,754,001	71,392	28,011,677	185,501	29,142,907	482,490
Pacific ports			213,401	1,411	3,835,058	63,494
Total	33,016,147	219,820	57,439,865	380,385	59,558,068	964,141

a In 1908 imports of cement were classified as "Asbestos, whole or in powder, Roman cement, and other similar cements, asbestos cements for steam pipes, and asbestos filaments in general." In 1913 and 191[illegible] the imports refer to "Roman, Portland, and hydraulic cement."

PHILIPPINE ISLANDS.

Imports of cement into the Philippine Islands amounted to 56,464,978 pounds, value $288,910, in 1908, $811,692 in 1913 (quantity not stated), and to 54,319,669 pounds, value $298,257, in 1917, a gain from 1908 to 1913 of 181 per cent in value, and from 1913 to 1917 a loss of 63 per cent in value. These imports came principally from China, the French East Indies, Germany, Hongkong, and Japan. As a whole, it appears that these imports were largely "transit" goods, the various countries from which they came, with exception of Germany and Japan, not being any special indication of origin and not requiring analysis. Germany's share was 3,570,369 pounds, value $19,890, in 1908; value $416,844, in 1913, and nothing in 1917, the gain from 1908 to 1913 being 1,996 per cent in value. The share of Japan amounted to 81,715 pounds, value $351, in 1908; $48,806, in 1913, and 7,520,933 pounds, value $37,759, in 1917, a gain for the first period of 13,805 per cent in value and for the second period a loss of 23 per cent in value.

Import values in the Philippine statistics represent foreign values; that is, actual market values or wholesale prices of imported merchandise, as bought and sold in the usual wholesale quantities at the time of exportation to the Philippine Islands in the principal markets of the country whence imported, and in the condition in which such merchandise is bought and sold for exportation to the islands or consigned to the islands for sale, including the value of all cartons, cases, and coverings of any kind and all other costs, charges, and expenses incident to placing the goods in condition for shipment to the islands.

Prior to 1910–11 Government supplies were not included in the statistics of imports

CEMENT IMPORTS OF PHILIPPINE ISLANDS BY COUNTRIES.

Countries.	1908		1913 a		1917	
	Quantity.	Value.	Quantity.	Value.	Quantity.	Value.
	Pounds.	*Dollars.*	*Pounds.*	*Dollars.*	*Pounds*	*Dollars.*
Belgium	2,905,205	9,463		4,605		
British East Indies	2,293	13		1,277	4,023	30
China				50,108	27,451,794	158,339
France	158,731	716		850		
French East Indies				87,068	9,494,423	41,050
Germany	3,570,369	19,890		416,844		
Hongkong	48,954,709	253,425		199,790	9,826,844	60,525
Italy	386	2				
Japan	81,715	351		48,806	7,520,933	37,759
Japanese China				1,895		
Netherlands	1,389	5				
Russia	788,470	4,938				
Spain				193	1,997	21
United Kingdom	1,711	107		220	6,036	394
United States				36	13,619	139
Total	56,464,978	288,910		811,692	54,319,669	298,257

a Quantities can not be given for 1913.

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TRADE CONDITIONS.

(Consul General G. E. Anderson, in Commerce Reports for May 15, 1918.)

of Hongkong with the Philippines in cement during the past year remained the same volume as the previous year, the shipments to the islands being rt tons, but the value increased from $61,838, for 1916, to $106,261 for 1917. iness is far below its normal volume, however, the value of the exports in years being $78,412 in 1915, $111,476 in 1914, $160,289 in 1913, $239,194 in 19,616 in 1911, and $265,638 in 1910. Since 1911, when it reached its highest ment from Germany, Japan, Indo-China, North China, and from local sources a supplying the Philippine market.

PORTUGAL.

gal's imports of cement amounted to 38,870,072 pounds, valued at $165,965 in d to 79,084,705 pounds, value $331,212, in 1913, an increase of 103 per cent in y and 100 per cent in value.

ium, Germany, and the United Kingdom were the leading contributors, Bel- share was 32,694,690 pounds, value $138,824, in 1908, and 58,263,764 pounds, $240,672, in 1913, an increase of 78 per cent in quantity and 73 per cent in

The share of Germany amounted to 1,564,525 pounds, value $6,015, in 1908 585,927 pounds, value $36,378, in 1913, the increase being 449 per cent in quan- nd 505 per cent in value. The share of the United Kingdom was 2,908,057 s, value $12,600, in 1908 and 10,868,230 pounds, value $45,647, in 1913, a gain per cent in quantity and 262 per cent in value. The share of the United States imports of cement into Portugal in the years specified was too unimportant to consideration.

lared values are shown for both imports and exports in Portuguese statistics. eclarations of importers are subject to verification by the customs authorities.

CEMENT IMPORTS OF PORTUGAL BY COUNTRIES.

Countries.	1908		1913	
	Quantity.	Value.	Quantity.	Value
	Pounds.	*Dollars.*	*Pounds.*	*Dollars.*
ium	32,694,690	138,824	58,263,764	240,672
ice	1,226,132	5,884	295,284	1,788
many	1,564,525	6,015	8,585,927	36,378
y			509,263	3,561
herlands	79,366	443	436,423	2,184
in	371,034	2,105	12,121	151
itzerland			68	16
ited Kingdom	2,908,057	12,600	10,868,230	45,647
ited States	26,268	94		
other countries			113,625	815
Total	38,870,072	165,965	79,084,705	331,212

TRADE CONDITIONS.

(Consul General W. L. Lowrie, Lisbon, in Commerce Reports for Apr. 20, 1916.)

At present the importation of cement into Portugal is paralyzed on account of high eight rates. No standard or general specifications exist for the furnishing of Portland cement for the Portuguese Government requirements. There is a sort of a basis, but or each contract special specifications are furnished. The same holds good for fur- nishing cement to the military authorities. In two large contracts for cement to be furnished to the Portuguese Government the following were among the specifications mentioned:

The cement to be furnished must be of a brand known as good quality and delivered in well-closed barrels.

After solidification the cement product shall not show any cracks or other notice- able alteration following tests in hot water during three hours.

The furnisher must give a certificate of the analysis of the cement. The analysis must be made in the official laboratory for testing construction materials, but the test

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shall be limited to a period of 28 days. Only after presentation of the certificate may the cement be accepted.

There is an official testing laboratory under the ministry of public works. The cost of tests is about $12.

RUSSIA.

Russia, in her official reports of imports, shows two classes of cement, as will be seen from an inspection of the table which follows. Her imports of the two classes combined amounted to 30,683,602 pounds, value $173,494, in 1908; 409,282,396 pounds, value $1,338,409, in 1913, and to 16,152,748 pounds, value $105,282, in 1915; the percentage of increase from 1908 to 1913 was 1,234 per cent in quantity, 67 per cent in value; from 1913 to 1915 there was a decrease of 96 per cent in quantity and 92 per cent in value.

In the first class of these imports, "Portland cement, natural or artificial," the leading contributors were Austria-Hungary, Denmark, Germany, Sweden, and the United Kingdom. The share of Austria-Hungary was 296,450 pounds, value $1,675, in 1908, 33,307,197 pounds, value $142,387, in 1913, but dwindled to nothing in 1915; the gain from 1908 to 1913 was 11,135 per cent in quantity, 8,401 per cent in value. Denmark's share increased from 3,684 pounds, value $21, in 1908, to 4,972,335 pounds, value $21,257, in 1913, but decreased to 1,459,607 pounds, value $10,433, in 1915, the percentage of increase being 134,871 per cent in quantity, 101,124 per cent in value from 1908 to 1913, and a decrease of 71 per cent in quantity, 51 per cent in value, from 1913 to 1915. Germany's share increased from 12,078,540 pounds, value $68,668, in 1908, to 130,837,974 pounds, value $570,447, in 1913, but dropped to 1,264 pounds, value $12, in 1915; from 1908 to 1913 the increase was 983 per cent in quantity, 731 per cent in value, and from 1913 to 1915 the decrease was substantially 100 per cent in quantity and the same in value. Sweden's share was 2,665,751 pounds, value $11,604, in 1908, 22,047,045 pounds, value $94,251, in 1913, and 18,779 pounds, value $257, in 1915; the increase from 1908 to 1913 was 983 per cent in quantity, 712 per cent in value, and the decrease from 1913 to 1915 was substantially 100 per cent in quantity and value. The share of the United Kingdom amounted to 177,928 pounds, value $1,012, in 1908, 12,818,671 pounds, value $54,799, in 1913, and 84,107 pounds, value $607, in 1915; the gain for the first period was 7,104 per cent in quantity, 5,315 per cent in value, for the second period, a loss of 99 per cent in quantity and the same in value.

In Russia's second class of imports of cement the leading countries were Germany, Sweden, and the United Kingdom. Germany contributed 10,316,596 pounds, value $58,323, in 1908, 144,948,798 pounds, value $309,827, in 1913, and only 72 pounds, value $3, in 1915; the percentage of increase from 1908 to 1913 was 1,305 per cent in quantity, 431 per cent in value, from 1913 to 1915; the decrease was substantially 100 per cent in quantity and the same in value. The United Kingdom contributed to the same class 45,249 pounds, value $258, in 1908, 14,360,416 pounds, value $30,565, in 1913, and 1,119 pounds, value $15, in 1915; the percentage of increase for the first period was 31,504 in quantity and 11,747 in value; the percentage of decrease for the second period was substantially 100 per cent in quantity and the same in value. The participation of the United States in Russia's imports of cement was too small to be considered.

Foreign-trade values shown in the annual Russian official reports are based on the declarations of importers and exporters. In the case of staples traded in on the produce exchanges the price bulletins of the exchanges are consulted for the purpose of checking the declared values.

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CEMENT IMPORTS OF RUSSIA BY COUNTRIES.

Classes and countries whence imported.	1908		1913		1915	
	Quantity.	Value.	Quantity.	Value.	Quantity.	Value.
Portland cement, artificial or natural:	*Pounds.*	*Dollars.*	*Pounds.*	*Dollars.*	*Pounds.*	*Dollars.*
Austria-Hungary	206,452	1,675	33,397,192	142,257	.....	.....
Belgium	479,585	2,696	80,532	344	.....	.....
China	.....	.....	397	2	1,131,125	6,185
Denmark	3,684	21	4,972,335	21,297	1,459,607	10,433
Finland	.....	.....	317,901	1,360	542	5
France	26,284	180	2,574,290	11,005	42,110	184
Germany	12,078,540	68,668	130,837,974	570,447	1,264	12
Italy	.....	.....	424,325	1,814	.....	.....
Japan	201,660	1,150	27,121	116	1,880,172	8,562
Netherlands	4,408	25	3,346,573	14,207	15,908	68
Norway	.....	.....	374,779	1,602	113,141	1,287
Roumania	.....	.....	547,145	2,339	326,243	2,570
Sweden	2,035,751	13,604	22,067,045	94,253	18,779	257
United Kingdom	177,926	1,012	12,818,671	54,799	84,107	607
All other countries	1,806	11	.....	.....	.....	.....
Total	15,306,615	87,031	211,676,226	916,030	5,093,097	30,110
Roman cement, mixed, slag, and all other:						
Austria-Hungary	1,986	11	1,936,235	4,186	.....	.....
Belgium	.....	.....	217,941	466	.....	.....
China	.....	.....	7,367	16	1,986	11
Denmark	.....	.....	2,058,141	4,399	439,926	2,415
Finland	3,178	19	295,012	638	4,478	33
France	375,718	2,089	4,188,940	8,954	2,853	21
Germany	10,316,596	58,323	144,948,798	309,837	72	3
Italy	102,913	571	6,590,008	14,086	.....	.....
Japan	12,620	72	8,550	19	10,220,572	69,597
Netherlands	1,828,820	10,170	493,265	1,054	.....	.....
Norway	.....	.....	28,890	62	397	1
Roumania	.....	.....	1,786,861	3,819	315,806	2,573
Sweden	2,638,948	14,666	120,809,315	44,479	21,276	156
United Kingdom	46,240	259	14,260,418	30,565	1,119	15
United States	51,641	294	.....	.....	51,172	393
All other countries	.....	.....	4,336	9	.....	.....
Total	15,377,587	86,483	197,606,174	422,379	11,059,651	75,172
Grand total	30,683,602	173,494	409,282,398	1,338,409	16,152,748	105,282

TRADE CONDITIONS.

(British Board of Trade Journal, Mar. 9, 1916.)

The British vice consul at Ekaterinburg reports that the first cement works were opened in the Urals at Neviansk (Ekaterinburg-Perm Railway) during 1914. Formerly the Urals as well as the whole of western Siberia were dependent on cement transported from Russia from the Volga works at Saratof. The price of the Saratof cement used to be 80 kopecks per pood ($22.82 per short ton at the normal exchange rate of $9.515 to the ruble), and cement was scarce at this price. The cost of production at Neviansk, however, is stated to be about 2 rubles per barrel ($5.15 per ton). The whole production of 500,000 barrels was sold during 1915. The quality of the cement, according to reports of the consumers, has proved satisfactory.

The Ural district is likely to be in the future a very extensive market for cheap cement, especially in view of its employment in the making of ferroconcrete, which is now beginning to be extensively adopted both in private buildings and in various works and factories. It is only since the opening of the new cement works in the Urals that ferroconcrete has become practicable, and it is likely to become very popular in the Urals as well as in Siberia. Architectural and building firms, among whom Germans used to predominate, did considerable business in the Ural district in ferroconcrete structure up to July, 1914.

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(Journal of Russian-American Chamber of Commerce, Moscow, January, 1917.)

To meet the most urgent requirements in Russia after the war the Ministry of Ways of Communications has decided to construct about 4,000 miles of railway per year. In addition, it is proposed to construct a whole network of roads, to improve the existing waterways, to construct canals (Kherson-Riga, Volga-Don, etc.), and to build ports, elevators, etc. It may be expected that a period of intense industrial activity will begin in Russia immediately after the war. The construction of industrial plants of all kinds will be started, and the extensive adaptation of water power is being planned in connection with these projects. This building activity will undoubtedly result in an enormous consumption of cement.

Previous to the war development had already been noticed in the cement industry. According to data published at the congress of cement producers in 1915, the production for four recent years was as follows: 1912—10,000,000 barrels of 10 poods (361.128 pounds)[1] each; 1913—12,920,000 barrels; 1914—20,000,000 barrels (estimated); 1915—28,000,000 barrels (estimated). The number of cement works was 33 in 1912 and was expected to reach 66 in 1915. However, a number of the new works included in the latter estimate were still under construction and part of their equipment ordered in Germany had not been delivered. The average output of each concern, which in 1912 was about 300,000 barrels, reached about 425,000 barrels in 1915. Few works are now constructed in Russia with an annual output of less than 500,000 barrels.

On January 1, 1911, the capital of the 6 cement companies whose shares were quoted on the Petrograd Exchange aggregated 8,430,000 rubles ($4,341,000); on January 1, 1914, the 11 cement-producing concerns quoted on the same exchange represented a capital of 38,750,000 rubles ($19,956,000). The average capital was thus 1,400,000 rubles ($721,000) in 1911 and 3,500,000 rubles ($1,803,000) in 1914. The dividend paid by one company increased from 5.4 per cent in 1910 to 25 per cent in 1912; by a second company, from 8 per cent in 1910 to 14 per cent in 1912; and by a third company, from 12 per cent in 1910 to 24 per cent in 1912.

Although the cement industry was developing rapidly in the last years before the war, it will be necessary to increase the production 5 to 10 times in order to avoid a cement famine after the war. There are unfortunately no firms in Russia to undertake the construction of cement works. Previous to the war such construction was carried out by German firms and one Danish firm; but the American industry producing the equipment for cement works could very well compete with these firms. The cement industry in Russia is also regarded as a promising field for the investment of American capital.

SIAM (BANGKOK).

Official trade statistics for Siam relate to the year ended March 31. The imports of cement into Siam (Bangkok) in 1908 amounted to 24,697,935 pounds, value $152,763; in 1913, 49,209,104 pounds, value $219,051; and in 1916, 30,185,502 pounds, value $158,827. The first period shows an increase of 96 per cent in quantity, 58 per cent in value; the second period, a decrease of 38 per cent in quantity, 36 per cent in value.

The leading participants in these imports were Denmark, Germany, Hongkong, Indo-China, and the United Kingdom. The share of Denmark was 12,515,712 pounds, value $76,405, in 1908, 20,218,911 pounds, value $97,676, in 1913, and 9,795,615 pounds, value $59,731, in 1916; increase from 1908 to 1913, 59 per cent in quantity, 28 per cent in value; decrease from 1913 to 1916, 51 per cent in quantity, 39 per cent in value. Germany's share was 7,145,373 pounds, value $44,794, in 1908, 31,360 pounds, value $109, in 1913, and zero in 1916. Hongkong supplied a considerable portion of the imports, as did also Indo-China, but as has been explained heretofore, Hongkong is simply a distributing port and it is presumed that the imports of cement from Indo-China were simply in-transit goods. The United Kingdom shared to the extent of 2,848,365 pounds, value $19,017, in 1908, 488,545 pounds, value $2,482, in 1913, and 57,996 pounds, value $4,421 in 1916; decrease from 1908 to 1913, 83 per cent in quantity, 87 per cent in value; from 1913 to 1916 there was a decrease of 88 per cent in quantity and an increase of 78 per cent in value.

[1] The standard American barrel contains 380 pounds of cement.

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CEMENT IMPORTS OF SIAM BY COUNTRIES.

Countries.	1908 a		1913 a		1916 a	
	Quantity.	Value.	Quantity.	Value.	Quantity.	Value.
	Pounds.	*Dollars.*	*Pounds.*	*Dollars.*	*Pounds.*	*Dollars.*
Austria-Hungary	194,380	1,017				
Belgium	509,549	3,187	35,505	247		
China			161,851	753	750,001	4,080
Denmark	12,515,712	76,495	20,218,911	97,676	9,795,615	59,731
Dutch East Indies			7,504	34		
Germany	7,145,373	44,794	31,360	109		
Hongkong	1,000,000	5,000	3,439,201	17,789	6,297,660	34,529
Indo-China			24,672,920	99,004	13,205,995	55,609
Japan					77,999	412
Java	196,320	475				
Netherlands	220	9	36,065	237		
Singapore	189,640	1,554	117,152	720	225	34
Sweden	97,377	606				
United Kingdom	2,848,365	19,017	488,545	2,432	57,996	4,421
United States					11	11
Total	24,697,935	152,763	49,209,104	219,051	30,185,502	158,827

a Year ended Mar. 31.

TRADE CONDITIONS.

(Vice Consul Carl C. Hansen, Bangkok, in Commerce Reports for Dec. 24, 1917.)

The decline in Siam's imports of cement in recent years was not due to a decreased use of cement in the country, but to the fact that the manufacture of this article was undertaken about two years ago by the Siam Cement Co. (Ltd.), and its yearly output now amounts to about 300,000 bags, weighing 85 kilos (187 pounds) per bag, the packing being carried out by a pneumatic packing machine.

(Vice Consul Carl C. Hansen, Bangkok, in the Commerce Reports for July 12, 1918.)

The results of the workings of the Siamese companies during last year were quite satisfactory, according to the annual reports of the several companies, but the outlook for the current year appeared doubtful to some of the speakers at the stockholders' meetings, and it was therefore suggested that the only certain policy that could be adopted for the present was one of caution and conservation of all funds.

The chairman of the board of directors of the Bangkok Dock Co. (Ltd.), in submitting the accounts for the year ended December 31, 1917, stated that the balance sheet presented was one of the best that the company had ever produced. The profits for the year, after writing off $12,688 as depreciation on the company's property and plant, amounted to $128,283, and this sum, together with $16,784 added from last year, made $145,067 available for distribution, as follows: $33,300 for dividend of 9 per cent, $33,300 for reserves, $4,440 for directors' fees, $8,880 for bonus to staff, and $65,147 for carrying forward to 1918. The value of the company's freehold land, the graving docks, wharves, slipways, and buildings was given as $271,623, the plant and machinery as $65,036, the stock in trade as $263,907, and the old reserves, together with those set aside for last year, bringing the fund up to $148,000. This company has recently been registered under the Siamese companies act, but is under British management, with directors and shareholders of different nationalities.

At the recent general meeting of the Siam Cement Co. (Ltd.) a dividend of 12 per cent was declared on the full capital of the company for the year 1917, against 6 per cent for the previous year. The capital of the company is 1,500,000 picals ($555,000) and the gross profits for 1917 amounted to $134,673. This is the only cement-manufacturing plant in Siam, and will eventually, it appears, supply the entire needs of the Kingdom.

SPAIN.

Imports of cement into Spain amounted to 139,479,641 pounds, value $649,125, in 1908, 200,384,732 pounds, value $883,489, in 1913, and 47,297,180 pounds, value $231,702, in 1915, an increase of 44 per cent in quantity, 36 per cent in value, from 1908 to 1913, and a decrease of 76 per cent in quantity, 74 per cent in value, from 1913 to 1915. Belgium's share amounted to 25,908,787 pounds, value $120,577, in 1908 and 51,028,801 pounds, value $224,984, in 1913, but dropped to zero in 1915; the

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gain from 1908 to 1913 was 97 per cent in quantity, 87 per cent in value. France participated to the extent of 83,826,807 pounds, value $390,122, in 1908, 110,409,761 pounds, value $486,793, in 1913, and 43,887,563 pounds, value $214,998, in 1915; the gain from 1908 to 1913 was 32 per cent in quantity, 25 per cent in value; from 1913 to 1915 the loss was 60 per cent in quantity, 56 per cent in value. The share of Germany increased from 4,470,620 pounds, value $20,806, in 1908 to 9,798,660 pounds, value $43,202, in 1913, a gain of 119 per cent in quantity, 108 per cent in value; Germany had no share in the imports of 1915. The United Kingdom's share amounted to 22,998,826 pounds, value $107,034, in 1908, 26,700,222 pounds, value $117,720, in 1913, and 2,192,547 pounds, value $10,741, in 1915, the gain for the first period being 16 per cent in quantity, 10 per cent in value, and the loss for the second period 92 per cent in quantity and the same in value.

The annual statement of the foreign trade of Spain gives official values for both imports and exports. The list of official valuations (tabla de valores) is revised annually by the Board of Customs and Valuation. The valuations are the same for all countries of origin.

Imports of cement are included in the class "Lime of all kinds, cement, and puzzolana."

CEMENT IMPORTS OF SPAIN BY COUNTRIES.

Countries.	1908		1913		1915	
	Quantity.	Value.	Quantity.	Value.	Quantity.	Value.
	Pounds.	*Dollars.*	*Pounds.*	*Dollars.*	*Pounds.*	*Dollars.*
Algiers	37,076	178				
Austria-Hungary	8,483	40	1,102	5	3,373	17
Belgium	25,908,787	120,577	51,028,801	224,984		
British Asia			8,434	37		
Bulgaria			559,197	2,465		
China	217,925	1,014				
Denmark					5,137	25
France	83,826,807	390,122	110,409,761	486,793	43,887,563	214,998
Germany	4,470,620	20,806	9,798,660	43,202		
Gibraltar	3,153	15	99,036	397	133,041	652
Italy	12,064	56	621,935	2,742	91,809	450
Morocco	45,578	212	18			
Netherlands	22,222	103	132,761	585	50,847	249
Portugal	1,902,570	8,854	690,099	3,043	929,850	4,585
Russia			337,480	1,488		
Sweden			44			
Switzerland			5,423	24		
United Kingdom	22,998,826	107,034	26,700,222	117,720	2,192,547	10,741
United States	25,530	119	758	3	3,014	15
Total	139,479,641	649,125	200,384,732	883,489	47,297,180	231,702

TRADE CONDITIONS.

(Consul General Carl Bailey Hurst, Barcelona, in Commerce Reports for Nov. 20, 1916.)

The production of hydraulic cement in Spain has of late increased considerably in order to supply the domestic demand, as imports have fallen off. There are now 9 plants devoted to the making of Portland cement, 5 of which are of comparatively recent construction. At present about 350,000 tons of cement are produced annually, and arrangements are under way to bring the output to 500,000 tons. As the domestic consumption of cement amounts to some 450,000 tons annually, a margin will remain for export.

Natural cement was produced in Spain in 1914 to the amount of 255,000 tons. Sixty-one plants were in operation, 12 of which were in the Province of Barcelona, 11 in the Balearic Islands, and 11 in Gerona, the remainder being in Guipuzcoa, Tarragona, Lerida, Valencia, and Huesca, embracing altogether 218 kilns and employing 1,430 hands. Six plants, with 16 kilns and 1,092 hands, produced cements of the Portland class yielding 219,000 tons.

STRAITS SETTLEMENTS.

Imports of cement into the Straits Settlements were as follows: 1908, 231,344 casks, $578,387; 1913, 455,372 casks, $1,207,858; increase for the period, 97 per cent in quantity, 109 per cent in value.

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e imports Austria-Hungary, Belgium, Denmark, the Dutch East Indies, Hongkong (a distributing port whose figures are without significance as to nd the United Kingdom, were principal contributors. Austria-Hungary's reased from 15,964 casks, value $45,434, in 1908 to 4,163 casks, value $10,248, loss of 74 per cent in quantity, 77 per cent in value; figures for Belgium were ks, value $16,894, in 1908 and 36,000 casks, value $92,601, in 1913, a gain of ent in quantity, 448 per cent in value; Denmark, 500 casks, value $1,136, in 104,690 casks, value $275,026, in 1913, an increase of 20,838 per cent in , 24,110 per cent in value; the Dutch East Indies, 107 casks, value $250, in 6,303 casks, value $15,888, in 1913, an increase of 5,791 per cent in quantity, r cent in value; Germany, 9,915 casks, value $25,066, in 1908, 23,167 casks, 2,471, in 1913, a gain of 134 per cent in quantity, 109 per cent in value; and United Kingdom, 174,861 casks, value $432,474, in 1908 and 171,216 casks, 49,536, in 1913, which was a decrease in quantity of 2 per cent and an increase of 4 per cent.

Bureau is not informed as to the weight of a cask of cement in the Straits ents. It appears probable, however, that the term merely represents the " of other countries and that the weight is between 380 and 400 pounds, y about the latter figure.

Bureau of Foreign and Domestic Commerce is not in possession of information he exact methods employed in computing values for foreign-trade statistics, y are believed to be substantially the same as those in use in British India.

CEMENT IMPORTS OF STRAITS SETTLEMENTS BY COUNTRIES.

Countries.	1908		1913	
	Quantity.	Value.	Quantity.	Value.
	Casks.	*Dollars.*	*Casks.*	*Dollars.*
-Hungary	15,964	45,434	4,163	10,248
m	7,383	16,894	36,000	92,601	
India	1	3	512	1,454
	2	8	52	150
			1,193	2,833
ark	500	1,136	104,690	275,026
East Indies	107	250	6,303	15,888
h Indo-China	54	152	700	1,392
my	9,915	25,066	23,167	52,471
kong	28,537	51,063	103,906	297,542
	10	26	25	71
			1,483	3,528
Peninsula	9	26	272	856
rlands	2,000	5,859	1,506	4,609
			100	258
ed Kingdom	174,861	432,474	171,216	449,536
ed States	1	3		
Total	231,344	578,387	455,373	1,207,858

TURKEY.

The trade statistics of Turkey relate to the year ended March 13. Figures of ports of cement into Turkey by countries are not available except for 1911 and 12. Imports of that article in the former year amounted to 126,366,792 pounds, lue $579,061, and in the latter to 190,895,012 pounds, value $873,328, an increase 53 per cent in quantity, 51 per cent in value.

Of these imports 6,127,556 pounds, value $29,761, in 1908, and 19,645,819 pounds, lue $91,995, in 1912, came from Austria-Hungary, whose percentage of gain for the riod was 221 per cent in quantity and 209 per cent in value. From Belgium the ports were 30,009,771 pounds, value $129,889, and 47,036,318 pounds, value $203,971, the respective years, with gain of 57 per cent in quantity and the same in value. he share of France was 26,504,109 pounds, value $115,817, in 1911, and 32,334,293 ounds, value $155,960, in 1912, with increase of 22 per cent in quantity and 35 per ent in value for the period. Germany's share was 21,426,399 pounds, value $92,958, 1911, and 47,314,261 pounds, value $192,075, in 1912, a gain of 121 per cent in quantity and 107 per cent in value. Russia contributed 12,021,371 pounds, value $50,490, 1911, and 7,506,167 pounds, value $36,574, in 1912, a decrease of 38 per cent in

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quantity and 28 per cent in value. The contribution of the United Kingdom wa 14,463,889 pounds, value $90,875, in 1911, and 17,211,899 pounds, value $106,467, i 1912, an increase of 19 per cent in quantity and 17 per cent in value. The United States did not participate to any appreciable extent in Turkey's imports of cemen in either 1911 or 1912.

CEMENT IMPORTS OF TURKEY BY COUNTRIES.

Countries.	1911 a		1912 a	
	Quantity.	Value.	Quantity.	Value.
	Pounds.	*Dollars.*	*Pounds.*	*Dollars.*
Austria-Hungary	6,127,556	29,761	19,645,819	91,995
Belgium	30,009,771	129,889	47,036,318	203,971
Bulgaria	18,210	93	1,504	15
Egypt	445,558	2,126	183,820	968
France	26,504,109	115,817	32,334,293	155,960
Germany	21,426,399	92,958	47,314,261	192,075
Greece	8,021,867	31,800	3,937,784	18,460
India	41,098	430	62,044	697
Italy	2,092,853	10,536	3,000,652	13,377
Netherlands	3,227,598	14,934	3,048,444	12,929
Roumania	1,103,799	5,463	8,008,507	32,558
Russia	12,021,371	50,490	7,506,167	26,574
Serbia	600,224	2,427	1,303,595	4,519
Tunis	55,115	264	4,409	22
United Kingdom	14,463,889	90,875	17,211,899	106,467
United States	21,219	131	.....	.....
Other countries	186,156	977	295,165	1,437
Unknown sources	.....	.....	331	4
Total	126,366,792	579,061	190,895,012	873,323

a Year ended Mar. 13.

TRADE CONDITIONS.

(From article by Student Interpreter Charles E. Allen, Constantinople, in Commerce Reports for May 19, 1915.)

The greater part of the cement available in this consular district is furnished by two factories, located in the suburbs of Constantinople, whose combined yearly output is 450,000 to 500,000 sacks, all of which is at present being taken by the military authorities. The quality of this product varies, but is always poor, there being no uniformity as to either hardness or color. This native cement commands, in normal times, approximately 50 cents per sack. The introduction of well-known German and Belgian brands of cement has been attempted from time to time, but has not been very successful. Their use has been limited to the very best class of work, due chiefly to their cost, which in normal times is about 75 cents per sack.

The point, with reference to cement, that should be of particular interest to the American exporter is that with the close of war building construction is certain to be begun on a large scale in this part of the world. It needs no engineer or business man to detect the trend in this direction. A mere glance at the dilapidated, out-of-plumb wooden and brick houses, of which a considerable section of Constantinople is composed, is sufficient to convince that they must shortly be replaced by something. As a matter of fact, I am assured by local persons prominent in the building trade that they are to be replaced by something substantial, requiring a quantity and a quality of cement that the present local factories can not supply.

From the foregoing facts there result two opportunities for the American cement manufacturer. He may enter the market and sell his share of the cement that is going to be brought abroad. In that case he will be at a disadvantage in competing with his European rivals because of freight rates, which, in the case of heavy articles like cement, have been found to be in the past practically equal to the cost of the goods delivered on the docks at New York. The matter is, nevertheless, worth investigation by firms in a position to charter ships and send cement here in large quantities.

On the other hand, there is an opportunity for the investment of American capital in the construction of a cement factory. I am assured that all the materials that go into the manufacture of cement are available and there is necessary only a modern [illegible]ly managed, to turn out cement equal to any that is manufactured

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UNITED KINGDOM.

The United Kingdom imported cement to the extent of 93,684 long tons, value $560,733, in 1908, 108,324 tons, value $696,893, in 1913, and 442 tons, value $24,746, in 1916, a gain for the first period of 16 per cent in quantity, 24 per cent in value, and for the second, a loss of 100 per cent in quantity, 96 per cent in value.

Belgium and Denmark were prominent participants in the imports of 1908 and 1913. Belgium's figures for the respective years were 88,736 tons, value $521,192, and 94,382 tons, value $546,128; Denmark's figures were 1,047 tons, value $5,514, and 2,674 tons, value $19,082. Neither country contributed in any appreciable degree to the imports of 1916. From 1908 to 1913 Belgium gained 6 per cent in quantity, 5 per cent in value; Denmark, 155 per cent in quantity, 246 per cent in value. The share of Germany was 2,726 tons, value $23,856, in 1908, 10,270 tons, value $103,501, in 1913, and 182 tons, value $1,757, in 1916; gain from 1908 to 1913, 277 per cent in quantity, 334 per cent in value, but from 1913 to 1916, a loss of 98 per cent in quantity, and the same in value. The United States had no share in the imports of cement into the United Kingdom in 1908 or 1913, but in 1916 its share was 260 tons, value $2,295, out of totals of 442 tons, value $24,746, or 59 per cent in quantity, 93 per cent in value. Although the United Kingdom's imports of cement in 1916 were much below those of the previous years, the figures indicate that the United States gained the greater part of the trade lost by other countries.

For methods of computing values in the foreign-trade statistics of the United Kingdom see page 71.

CEMENT IMPORTS OF UNITED KINGDOM BY COUNTRIES.

Countries.	1908		1913.		1916.	
	Quantity.	Value.	Quantity.	Value.	Quantity.	Value.
	Long tons.	*Dollars.*	*Long tons.*	*Dollars.*	*Long tons.*	*Dollars.*
Belgium	88,736	521,192	94,382	546,128	.....	.....
Denmark	1,047	5,514	2,674	19,082	.....	.....
Germany	2,726	23,856	10,270	103,501	182	1,757
France	393	2,414	.....	.....	.....	.....
Netherlands	738	6,920	194	1,786	.....	.....
United States of America	.....	.....	.....	.....	260	22,965
All other countries	44	837	804	26,396	.....	24
Total	93,684	560,733	108,324	696,893	442	24,746

TRADE CONDITIONS.

(Consul E. Haldeman Dennison, Birmingham, in Commerce Reports for June 1, 1918.)

That concrete is going to play an important part during the reconstruction period after the war in the United Kingdom is now generally recognized. The old prejudices against its use in favor of bricks are rapidly disappearnig.

Naturally the selling price of bricks has, in common with other manufactures, materially advanced. In prewar times, owing to keen competition, prices of bricks had been cut to such an extent that in many instances they were being sold at practically cost price, and even below cost in some districts. Under such circumstances concrete construction made little progress owing to its greater cost. The continued advance in the price of coal has been a serious item in brickmaking, which, along with increased pay for labor, has resulted in increasing prices to such an extent that the difference in cost between concrete and brick construction has not the same importance as previously, and those persons interested in concrete construction are planning to obtain a large portion of the business and to displace bricks wherever possible. Nor is it likely that the use of concrete will be confined to house construction. Apart from the large number of new houses for the working classes that the Government contemplates erecting and for which concrete will at least to some extent be employed, there are other directions in which its use may be looked for, such as road making, railway sleepers, etc.

Attention has been called here to the successful employment of concrete for road construction in the United States and to its advantages for carrying modern traffic. The main roads of Great Britain are built of macadam and usually treated in some way or other with tar. Their maintenance is expensive and under present conditions of

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traffic they are incapable of carrying very heavy loads or continuous traffic running at high speeds. The roads of this country have, in most parts, been deteriorating rapidly owing to the heavy traffic consequent upon military activities and absence of adequate repair. The problem of reconstructing these roads is therefore one of the great questions to be undertaken after the war and the successful use of concrete as a road material in the United States has impressed Britishers to such an extent that concrete will likely have an important part in road building in this country in the future.

Last year the Roads Improvement Association made an investigation as to the present position and possible future of concrete roads in this country, the result of which showed that, comparatively speaking, but slight progress had been made and the roads limited to only a few districts, the city of Chester and Dunfermline in Scotland being two of the principal ones. The report devoted much attention to the points to be considered in constructing a concrete road, and stated that such a road could be constructed at a cost of about $1.25 per square yard, exclusive of charges for excavation or formation of the sub-base.

Another direction in which the use of concrete may be expected to develop is noted in an article that appeared in the last number of the Times Engineering Supplement, from which it appears that experiments in the use of concrete railway sleepers have been carried out by British railway companies for some years past. The growing shortage and the increasing cost of timber have compelled railway engineers to give serious consideration to the possibility of employing concrete on a large scale in track work. Early experience having indicated that plain concrete lacks the necessary strength for the conditions met in railway service, recourse in recent experimental work has been had to reinforced concrete; and although railway engineers have always been inclined to doubt whether even this material can withstand the strain of modern traffic conditions, a number of designs have been tested. The best results, it is stated, have been obtained by the use of separate concrete blocks under each rail, the necessary anchoring and gauging being obtained by the use of metal tiebars.

It was recognized before the war that more houses were required in Birmingham, but the national conditions had prevented any steps being taken to supply the deficiency. The cost of building has now advanced so much that it is thought that private enterprise would be unable to supply the demand unless some financial assistance could be given. To meet the problem, it will probably be necessary for the municipality, with State assistance, to encourage private builders, public-utility societies, or other cooperative associations to erect houses as soon as normal conditions are resumed or circumstances will permit. The assistance may be given by the municipality purchasing suitable land, laying it out, constructing roads and sewers, and then letting it on building leases and advancing to the builder a sum of money toward the cost of erection at a lower rate of interest than he would be able to secure in the open market. The municipality would take steps to provide that the right class of houses were erected, and that they would be let at moderate rents within the means of the people for whom they were intended. The whole subject is at present engaging the attention of the Birmingham Housing and Town Planning Committee. The needs of the city are estimated at from 15,000 to 30,000 houses, and in spite of the previously existing prejudice against concrete it is the opinion of many that this form of building material will be largely used in the future for house construction.

UNITED STATES.

Official trade statistics for the United States relate to years ended June 30. Imports of cement into the United States in two of the years under discussion exceeded the standard set for the inclusion of countries in this pamphlet, still, as such imports have in recent years been constantly decreasing until the United States is no longer an important importing country, it has been deemed best to omit detailed figures. Imports of Roman, Portland, and other hydraulic cement into the United States in the year ended June 30, 1908, amounted to 573,437,777 pounds, value $1,973,472, coming mainly from Germany, France, and the United Kingdom; in 1913, to 30,980,500 pounds, value $122,821, principally from Germany, France, and China; and in 1917 to only 403,600 pounds, value $2,929, nearly all from Canada.

URUGUAY.

Reports of Uruguayan commerce in possession of the Bureau do not state values of cement imported in 1913 and 1917, the value of such imports being given only for 1908. The principal contributors were Argentina (its share probably consisting of in-transit goods), Austria-Hungary, Belgium, France, Germany, the United Kingdom, and the United States. Argentina contributed 1,360,238 pounds in 1908, 3,423,744

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s in 1913, and 3,092,824 pounds in 1917, a gain of 152 per cent from 1908 to 1913, oss of 12 per cent from 1913 to 1917; Austria-Hungary shared in the imports of aly, but contributed merely to the extent of 5 per cent of the total of that year; m's shares were 15,154,420 pounds in 1908, 35,928,360 pounds in 1913, and g in 1917, its gain from 1908 to 1913 being 137 per cent; the shares of France 12,350,169, 28,734,756, and 970,024 pounds in the respective years, a gain of r cent from 1908 to 1913, but a loss of 97 per cent from 1913 to 1917; Germany ipated to the extent of 10,899,542 pounds in 1908, 29,559,277 pounds in 1913, othing in 1917, a gain of 171 per cent from 1908 to 1913; the United Kingdom's s were 11,649,106, 18,029,219, and 10,476,259 pounds, respectively, the gain for rst period being 55 per cent, with a loss of 42 per cent for the second; the United s shared to the extent of 1,402,126, 2,698,430, and 2,354,313 pounds in the ctive years, a gain of 92 per cent from 1908 to 1913, but a loss of 13 per cent from to 1917.

accordance with a law effective April 1, 1915, the values of imports recorded e trade statistics of Uruguay (Comercio Exterior) are official values based on a ation tariff (tarifa de avalúos). The annual report for 1915 (published in 1916) s values based on the valuation tariff adopted in 1912. The schedule contains) items but in spite of its length omits many important articles, especially those scent introduction. Such articles are appraised by the customs officials accord- to their actual value in the customs warehouse.

CEMENT IMPORTS OF URUGUAY BY COUNTRIES.

Countries.	1908		1913		1917	
	Quantity.	Value.	Quantity.	Value.	Quantity.	Value.
	Pounds.	*Dollars.*	*Pounds.*	*Dollars.*	*Pounds.*	*Dollars.*
gentina	1,360,238	10,219	3,423,744	.....	3,022,824	.....
stria-Hungary	.....	.....	6,719,621	.....	.....	.....
gium	15,154,420	113,741	35,928,360	.....	.....	.....
azil	8,818	72	4,409	.....	2,205	.....
ance	12,350,169	92,705	28,734,756	.....	970,024	.....
rmany	10,899,542	81,813	29,559,277	.....	.....	.....
aly	220,460	1,650	897,292	.....	434,406	.....
etherlands	282,189	2,110	.....	.....	.....	.....
ain	295,416	2,221	.....	.....	105,821	.....
weden	.....	.....	.....	.....	4,010,167	.....
nited Kingdom	11,649,106	87,428	18,029,219	.....	10,476,259	.....
nited States	1,402,126	10,522	2,698,430	.....	2,354,313	.....
Total	53,622,484	402,481	125,995,088	.....	21,356,019	.....

TRADE CONDITIONS.

(Consul William Dawson, Montevideo, in Commerce Reports for July 5, 1918.)

The remarkable falling off in imports of cement as compared with the prewar period is due to the lack of activity in building and construction work, the difficulty of securing cement from abroad, and the rapid development of the home industry. As a result of the latter, Uruguay is now exporting cement to a small extent.

At present practically all cement used in Uruguay is produced by the Fábrica Uruguaya de Portland of Messrs. Metzen-Vincenti y Cía., located at Sayago (Montevideo). This factory began operations shortly before the outbreak of the European war, after thorough experiments with native materials running back as far as 1909 had been made by German experts. It has a concession from the Uruguayan Government giving it certain privileges as respects taxation, which concession expires in 1928. The company has its own limestone quarries situated in the Department of Minas. Stone is extracted by modern methods, including the use of compressed-air drills. The original equipment for the making of cement was furnished and installed by the Amme, Giesecke und Konegen Aktien-Gesellschaft, Braunschweig, Germany. The plant has subsequently been expanded and now has a capacity of over 400,000 barrels per year. The plant and its dependencies represent an investment of 800,000 Uruguayan gold pesos ($827,000).

The Uruguayan plant's product, which is known as the "Metzen" brand, is said to be a gray cement of very good quality, comparing favorably with cement imported

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from Europe. It is already well known in Argentina. It is put up for sale in 50-kilo (110 pounds) sacks and barrels weighing 180 kilos (397 pounds) gross and 170 kilos (375 pounds) net.

The "Metzen" cement was quoted on April 1, 1918, at 2.85 pesos ($2.95) per sack of 50 kilos and 9.80 pesos ($10.13) per barrel of 180 kilos (gross). Prices are for cement delivered at Montevideo or at railway station or dock (Montevideo). The company buys back sacks at 8.3 cents each.

Portland cement is classified under paragraph 3632 of the Uruguayan import tariff and is subject to an import duty of 20 per cent, to which must be added surtaxes amounting to 14 per cent. This duty of 34 per cent (including surtaxes) is assessed not on the invoice value but on the "avalúo," or official valuation, for customs purposes amounting to 1.60 pesos per 100 kilos of gross weight. This makes the duty equivalent to a specific rate of 25.5 cents (U. S. currency) per 100 pounds (gross weight). There are further certain minor charges which, according to an importer, bring the acutal entrance charges on imported cement up to the roughly 1.05 pesos ($1.09) per barrel. The import duty and charges stated are applicable to cement imported from all countries.

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EXPORT STATISTICS.

AUSTRIA-HUNGARY.

-ts of cement of domestic manufacture increased from 144,693,410 pounds, 128,624, in 1908, to 348,000,740 pounds, value $1,052,003, in 1913, a gain of cent in quantity and 145 per cent in value.
following table shows total exports of cement of domestic manufacture from -Hungary, by leading countries, in 1908 and 1913, with percentages of total and of increase or decrease during that period.

ALYSIS OF ALL CEMENT EXPORTS OF AUSTRIA-HUNGARY BY PRINCIPAL COUNTRIES.

1908.

Countries.	Cement exported.		Per cent of total cement exports.	
	Quantity.	Value.	In quantity.	In value.
	Pounds.	*Dollars.*		
itina	123,898	439		
l	11,905	42		
aria	46,506,479	135,786	32	27
any	72,308,676	213,767	50	50
da, European	265,213	901		
ey, Asiatic	110,230	391		

1913.

entina	28,666,855	89,748	8	9
zil	19,911,506	62,337	6	6
garia	25,737,824	81,105	7	8
pt	9,211,701	27,142	3	3
rmany	161,662,436	489,641	46	47
ssia:				
European	21,610,591	57,656	6	5
Asiatic	12,926,672	34,519	4	3
poli	19,796,647	58,300	6	6
rkey, Asiatic	18,059,863	58,179	5	6

PER CENT OF INCREASE (+) OR DECREASE (−), 1908 TO 1913.

Countries.	In quantity.	In value.	Countries.	In quantity.	In value.
Argentina	+ 23,037	+ 20,344	Germany	+ 124	+ 129
Brazil	+167,153	+148,321	Russia, European	+ 8,048	+ 6,299
Bulgaria	− 45	− 40	Turkey, Asiatic	+16,284	+14,780

The table which follows shows in form similar to that given above data with respect to the shares of the same countries in Austria-Hungary's exports of Portland cement.

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ANALYSIS OF PORTLAND CEMENT EXPORTS OF AUSTRIA-HUNGARY BY PRINCIPAL COUNTRIES.

1908.

Countries.	Portland cement exported.		Per cent of Portland cement exported.	
	Quantity.	Value.	In quantity.	In value.
	Pounds.	*Dollars.*		
Argentina	123,898	439		
Brazil	11,905	42		
Bulgaria	34,626,109	114,782	37	33
Germany	39,045,891	161,692	41	47
Russia, European	239,860	850		
Turkey, Asiatic	110,230	391		

1913.

Argentina	28,666,855	89,748	10	10
Brazil	19,911,506	62,337	7	7
Bulgaria	22,687,980	75,208	8	8
Egypt	9,211,701	27,142	3	3
Germany	113,611,195	392,300	39	42
Russia:				
European	21,500,802	57,414	7	6
Asiatic	12,926,672	34,519	4	4
Tripoli	19,752,114	58,201	7	6
Turkey, Asiatic	18,035,392	58,125	6	6

PER CENT OF INCREASE (+) OR DECREASE (−), 1908 TO 1913.

Countries.	In quantity.	In value.	Countries.	In quantity.	In value.
Argentina	+ 23,023	+ 20,344	Germany	+ 191	+ 143
Brazil	+167,153	+148,321	Russia, European	+ 8,864	+ 6,655
Bulgaria	− 34	− 34	Turkey, Asiatic	+14,262	+14,766

Exports of the two remaining classes, "Roman and other artificial" and "natural" cement, were not of sufficient importance to call for special analysis. It may be mentioned, however, that Germany furnished a large proportion of the first of these classes, its share being 33,238,534 pounds, value $52,030, out of the total of 49,831,015 pounds, value $82,580, in 1908, and 48,051,241 pounds, value $97,341, out of a total of 53,278,789 pounds, value $107,550, in 1913, the increase for the period being 45 per cent in quantity and 87 per cent in value.

The values of both imports and exports, as given in the annual statement of the foreign trade of Austria-Hungary, represent the values of the goods at the frontier. In the case of imports, the values include cost, insurance, and freight to the Austro-Hungarian frontier, but do not include import duty or freight within the monarchy. Export values include cost and freight to the frontier. The values of both imports and exports are estimated annually (for a few articles, monthly) by the Permanent Commission for Trade Values, consisting of representatives of the Ministries of Finance, Commerce, and Agriculture, the Central Statistical Commission, and eminent agriculturists, manufacturers, and merchants. The estimates represent an average value for the year, due regard being paid to the quality and origin of the goods.

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CEMENT EXPORTS OF AUSTRIA-HUNGARY BY COUNTRIES.

Classes of cement and countries to which exported.	1908		1913	
	Quantity.	Value.	Quantity.	Value.
Portland:	*Pounds.*	*Dollars.*	*Pounds.*	*Dollars.*
America, n. e. s.			2,005,791	28,195
Argentina	123,898	439	28,666,855	80,748
Asia, n. e. s.			141,315	456
Australia			2,900,313	9,082
Brazil	11,905	42	19,911,306	62,337
British India	6,855,424	22,094	3,126,123	9,499
Bulgaria	34,626,109	114,782	22,687,980	75,208
Dutch India			79,366	256
Egypt			9,211,701	27,142
France	88,187	313	71,650	231
Germany	39,045,891	161,692	113,611,195	392,300
Greece	106,262	377	751,107	2,420
Italy	277,780	946	3,822,799	12,358
Montenegro	388,010	1,376	1,341,279	4,323
Netherlands			8,818	28
Roumania	2,751,120	9,120	2,905,442	9,364
Russia—				
European	239,860	850	21,500,902	57,414
Asiatic			12,926,672	34,519
Serbia	7,869,540	26,262	1,882,323	5,404
Spain	44,092	156	22,046	71
Switzerland	53,792	191	86,420	279
Tripoli			19,759,114	56,291
Turkey—				
European	1,580,257	5,602	2,265,420	7,398
Asiatic	110,230	391	18,035,392	58,125
All other countries	610,672	2,165		
Total	94,783,029	345,898	294,695,937	944,405
Roman and other artificial:				
British India	1,307,769	2,649		
Bulgaria	11,880,370	21,004	3,049,844	5,897
France	8,377	17		
Germany	33,238,534	82,030	48,051,241	97,341
Italy	139,772	283	24,030	49
Montenegro	15,432	31	4,630	10
Netherlands	13,669	28	115,962	256
Roumania	2,036,169	4,125	1,564,825	3,025
Russia, European	25,353	51	108,287	240
Serbia	997,361	2,021	190,709	361
Switzerland	50,185	102	70,127	135
Tripoli			44,533	99
Turkey:				
European	70,547	143	33,739	62
Asiatic			24,471	54
United Kingdom	47,177	96		
Total	49,831,015	82,580	53,278,789	107,550
Natural:				
Germany	24,251	45		
Roumania			22,928	42
Russia, European			1,172	2
Switzerland			1,984	4
Turkey, European	55,115	101		
Total	79,366	146	26,084	48
Grand total	144,693,410	428,624	348,000,810	1,052,003

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BELGIUM.

Belgium's exports of domestic cement show a total of 1,264,905,260 pounds, value $2,851,432, in 1908, and 1,955,155,209 pounds, value $4,621,389, in 1913, an increase of 55 per cent in quantity and 62 per cent in value. Details of these exports by leading countries, with percentages of total exports and of increase or decrease for the period are shown in the table which follows.

ANALYSIS OF CEMENT EXPORTS OF BELGIUM BY PRINCIPAL COUNTRIES.

1908.

Countries.	Cement exported.		Per cent of total cement exports.	
	Quantity.	Value.	In quantity.	In value.
	Pounds.	*Dollars.*		
Argentina	182,231,711	410,798	14	14
Australia and New Zealand	11,796,153	26,592	1	1
Brazil	75,459,428	170,105	6	6
British India	16,785,930	37,840	1	1
British South Africa	20,988,355	47,314	2	2
Chile	22,853,005	51,517	2	2
Dutch India	12,342,709	27,824	1	1
Egypt	53,742,634	121,150	4	4
France	29,590,928	66,706	2	2
Germany	210,824,037	475,253	17	17
Luxemburg	8,912,492	20,091	1	1
Netherlands	196,866,205	443,788	16	16
Portugal	27,322,274	61,592	2	2
Spain	37,514,497	84,568	3	3
United Kingdom	184,183,900	415,199	15	15

1913.

Argentina	487,356,372	1,151,961	25	25
Australia and New Zealand	22,863,411	54,042	1	1
Brazil	120,268,871	284,279	6	6
British India	18,017,838	42,589	1	1
British South Africa	28,596,225	67,593	1	1
Chile	39,478,830	93,316	2	2
Dutch India	56,744,032	134,126	3	3
Egypt	52,471,486	124,027	3	3
France	101,391,565	239,659	5	5
Germany	85,969,971	203,207	4	4
Luxemburg	43,367,606	102,508	2	2
Morocco	94,337,601	222,985	5	5
Netherlands	394,907,666	933,441	20	20
Portugal	35,955,672	84,988	2	2
Spain	43,741,455	103,391	2	2
United States	200,299,667	473,447	10	10

PER CENT OF INCREASE (+) OR DECREASE (−), 1908 TO 1913.

Countries.	In quantity.	In value.	Countries.	In quantity.	In value.
Argentina	+168	+180	France	+243	+259
Australia and New Zealand	+ 94	+103	Germany	− 59	− 57
Brazil	+ 59	+ 67	Luxemburg	+387	+410
British India	+ 7	+ 13	Netherlands	+101	+110
British South Africa	+ 36	+ 43	Portugal	+ 32	+ 36
Chile	+ 73	+ 81	Spain	+ 17	+ 22
Dutch India	+360	+382	United Kingdom	+ 9	+ 14
Egypt	− 2	+ 2			

The values of imports and exports as shown in the annual statement of the foreign trade of Belgium are based partly on declarations, partly on estimates. Declared values are shown for goods dutiable ad valorem and some others. For a large majority of the goods official estimates are employed. Formerly a general average price was [illegible] each item shown in the returns. The figures thus showed the total

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s and exports with sufficient accuracy, and likewise the exports by countries, l not permit a comparison of imports by countries. In order to remedy this special valuations for each country of origin have been calculated annually, ing with 1906.

ort valuations for Belgium represent the cost of the goods in that country plus ortation charges to the frontier, less the amount of excise taxes remitted, if any. official valuations are revised annually by a special commission appointed by nister of Finance. The members are officials of the ministry.

CEMENT EXPORTS OF BELGIUM BY COUNTRIES.

Countries.	1908		1913	
	Quantity.	Value.	Quantity.	Value.
	Pounds.	*Dollars.*	*Pounds.*	*Dollars.*
tina	182,231,711	410,798	487,356,372	1,151,961
alia and New Zealand	11,796,153	26,592	22,863,411	54,042
n Kongo	3,936,878	8,875	22,361,935	52,857
h India	75,459,428	170,105	120,268,871	284,279
h Indo-China	16,785,930	37,840	18,017,838	42,589
h South Africa	2,367,817	5,338		
ape Colony			28,596,225	67,593
atal	9,506,295	21,430		
aria	11,482,060	25,884		
da	1,752,319	3,950		
ry Islands	13,390,575	30,186		
			10,156,744	24,007
a	22,853,005	51,517	39,478,830	93,316
nbia	5,424,169	12,228	4,427,377	10,465
	1,988,360	4,482		
ch India	9,639,377	21,730	5,795,587	13,699
pt	12,342,709	27,824	56,744,032	134,126
ice	55,742,634	121,150	52,471,486	124,027
ich Africa	29,590,028	66,706	101,391,565	239,659
many	2,287,941	5,157	4,537,713	10,726
an	210,824,037	475,253	85,999,971	203,207
emburg	529,792	1,194		
ta	8,912,492	20,091	43,367,606	102,508
xico	1,858,358	4,189		
rocco	15,854,844	35,741	4,660,872	11,017
therlands			94,337,601	222,985
rway	196,866,205	443,788	394,907,666	933,441
ru	9,257,347	20,868		
rtugal	7,828,903	17,648	13,285,590	31,408
rtuguese Africa	27,322,274	61,592	35,955,672	84,988
umania	4,685,738	10,563	4,769,092	11,273
ssia	2,101,531	4,737		
ain	7,618,125	17,173		
raits Settlements	37,514,497	84,568	43,741,455	103,391
reden			4,526,328	10,699
rkey	4,226,031	9,527		
nited Kingdom	6,716,061	15,140	11,916,818	28,168
nited States	184,183,900	415,199	200,299,667	473,447
ruguay	50,479,802	113,795		
ll other countries	6,960,766	15,691	12,528,325	29,613
	14,586,562	32,883	30,420,560	71,905
Total	1,264,905,260	2,851,432	1,955,155,209	4,621,389

TRADE CONDITIONS.

(From Brussels correspondence of the London Times, quoted in Commerce Reports for June 4, 1914.)

Belgian cement exports for the first quarter of the present year aggregated 145,683 tons, contrasted with 224,179 tons during the corresponding period of 1913, the decrease being 78,496 tons, or 35 per cent. Exports to Argentina showed a particularly heavy decline, amounting to 30,766 tons, as compared with 67,944 tons in 1913, a decrease of 37,178 tons, or nearly 55 per cent.

At present the position of the industry appears to be more satisfactory than a short time ago, but prices remain at a low figure, and are somewhat lacking in stability. Demand from abroad has improved, especially from South America, while home requirements are moderately large. It is, moreover, likely that the demand for

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internal consumption in Belgium will be fairly good for some time to come, on account of numerous improvements throughout the country which are being made or are in contemplation, notably the new large lock of the Kruischans at Antwerp.

It is stated that plans are being considered for erecting three new cement works in the neighborhood of Zeebrugge, Huy, and Maestricht, respectively, for the manufacture of Portland cement. If carried out these schemes will bring the number of cement works existing in Belgium for the manufacture of this special class of cement to a total of 20.

DENMARK.

The exports of domestic cement from Denmark amounted to 154,778,396 pounds, value $470,340, in 1908, and to 528,022,203 pounds, value $1,508,304, in 1913, a gain of 241 per cent in quantity and 221 per cent in value. The following table gives details of those exports by leading countries, with percentages of increase or decrease for the period:

ANALYSIS OF CEMENT EXPORTS OF DENMARK BY PRINCIPAL COUNTRIES.

Countries.	Cement exported.		Per cent of total cement exports.	
	Quantity.	Value.	In quantity.	In value.
	Pounds.	*Dollars.*		
1908.				
Germany	33,084,741	100,500	21	21
Iceland	5,440,115	16,616	4	4
Norway	57,552,362	175,004	37	37
Russia	24,845,401	75,576	16	16
Sweden	8,668,311	26,264	6	6
United Kingdom	2,598,033	7,772	2	2
West Indies	1,865,091	5,628	1	1
1913.				
Argentina	35,063,281	97,552	7	6
Asia (east)	10,273,436	29,212	2	2
Australia	8,068,220	23,048	2	2
Brazil	23,038,649	65,660	5	4
British South Africa	17,456,023	49,848	3	3
Finland	133,948,410	382,436	25	25
Germany	39,953,657	113,900	8	8
Iceland	8,955,747	25,728	2	2
Norway	21,708,917	61,908	4	4
Russia	127,062,565	364,480	24	24
Siam	59,146,332	177,416	11	12
Sweden	8,079,859	23,048	2	2
United Kingdom	6,825,442	19,564	1	1
West Indies	13,436,066	38,056	3	3

PER CENT OF INCREASE (+) OR DECREASE (−), 1908 TO 1913.

Countries.	In quantity.	In value.	Countries.	In quantity.	In value.
Germany	+ 20	+ 13	Sweden	− 7	− 12
Iceland	+ 66	+ 55	United Kingdom	+163	+152
Norway	− 62	− 65	West Indies	+615	+576
Russia	+413	+382			

The values shown in the foreign-trade reports of Denmark are official valuations, determined annually by the Central Bureau of Statistics after consultation with commercial firms, experts, private merchants, etc. The average prices thus established are applied to the quantities declared, irrespective of the countries of origin. In 1913, for example, wheat imported from the United States, Russia, Germany, the United Kingdom, etc., was valued uniformly at $1.02 a bushel.

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CEMENT EXPORTS OF DENMARK BY COUNTRIES.

Countries.	1908		1913	
	Quantity.	Value.	Quantity.	Value.
	Pounds.	*Dollars.*	*Pounds.*	*Dollars.*
Africa, n. e. s.	1,150,801	3,484		
Argentina			25,062,281	97,552
Asia (east)			10,273,436	29,212
Asia, n. e. s.			2,286,170	6,432
Australia			8,368,220	23,048
Brazil			23,938,649	65,660
British South Africa			17,456,023	49,848
China, East Indies, and Pacific islands	15,267,164	46,364	3,524,053	10,184
Danish West Indies	2,654,779	8,040	1,369,018	4,020
Faroe Islands	594,845	1,876	457,455	
Finland			133,948,410	382,436
Germany	36,084,741	100,500	39,853,657	113,909
Greenland	99,207	268		
Iceland	5,440,115	16,616	8,955,747	25,728
Norway	57,552,362	175,004	21,708,917	61,908
Russia	24,845,401	75,576	127,562,565	364,480
Siam			59,146,332	177,416
South America, n. e. s.			3,725,113	
Sweden	8,668,311	26,264	8,079,859	23,048
United Kingdom	2,598,033	7,772	6,826,442	19,564
United States	957,546	2,948		
West Indies	1,865,091	5,628	13,336,066	38,056
All other countries			2,152,790	
Total	154,778,396	470,340	528,022,203	1,508,304

TRADE CONDITIONS.

(Commercial Attaché Erwin W. Thompson, Copenhagen, in Commerce Reports for Aug. 10, 1917.)

One of the important interests affected by the coal shortage in Denmark is the manufacture of cement. These works are now closing down, and this will cause disturbance in the building trades, which are already hampered by the shortage and high prices of materials and labor. Thus house room becomes scarcer and rents advance.

On account of transportation difficulties building materials of all kinds are harder to obtain. Cement is one of the best building materials, and, in a country where it can be manufactured, the one requiring the minimum of transportation. Denmark began the manufacture of cement in 1897, with a production of 459,000 barrels. In that year the net import was 459,000 barrels and the consumption 590,900 barrels. In 1913 the production was 2,965,000 barrels and the consumption 1,622,000 barrels.

The amount of coal annually required in the cement industry here is about 200,000 tons.

(Consul B. L. Agerton in Commerce Reports for July 6, 1918.)

There are no statistics as to imports and exports available since 1913. The import of cement in 1913 amounted to 126,000 barrels, of which about 30,000 barrels came from Sweden and Norway and the remainder from Germany.

The present c. i. f. price of cement is 24 crowns ($6.43) per barrel; the price in normal times ranges from 5 to 8 crowns ($1.34 to $2.14) per barrel. Portland cement is imported into Denmark free of duty.

FRANCE.

The exports of domestic cement from France amounted to 754,261,782 pounds, value $2,311,094, in 1908, and in 1913 to 877,959,904 pounds, value $2,766,972, an increase of 16 per cent in quantity and 20 per cent in value. The following table gives those exports in detail by leading countries in 1908 and 1913, with percentages of total exports and of increase or decrease during the period. The total domestic exports of 1916 amounted to 253,960,079 pounds, value $889,344.

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ANALYSIS OF CEMENT EXPORTS OF FRANCE BY PRINCIPAL COUNTRIES.

	1908		1913		Per cent increase (+) or decrease (−).
	Cement exported.	Per cent of total.	Cement exported.	Per cent of total.	
	Pounds.		*Pounds.*		
Algeria	92,599,503	12	198,398,568	23	+114
Argentina	137,730,401	18	224,800,857	26	+ 63
Belgium	33,267,414	4	13,426,014	2	− 60
Brazil	24,904,264	3	17,411,931	2	− 30
Cuba			9,144,681	1	
Egypt	45,271,461	6	8,467,870	1	− 81
French Indo-China	27,888,631	4	18,060,083	2	− 35
French West Indies, n. e. s	14,185,499	2	8,430,390	1	− 41
French zones	38,782,441	5	32,553,124	4	− 16
Germany	17,413,694	2	8,064,427	1	− 54
Italy	43,353,459	6	38,688,525	4	− 11
Madagascar			13,015,958	1	
Morocco			52,365,854	6	
Senegal	11,371,988	2	15,926,030	2	+ 40
Spain	77,021,228	10	88,534,531	10	+ 15
Switzerland	26,697,045	4	21,871,837	2	− 18
Tunis	41,677,743	6	49,704,912	6	+ 19
Turkey	36,200,634	5	19,221,907	2	− 47
United States	17,804,791	2	8,428,186	1	− 53
Uruguay			6,097,575	1	

Prior to 1847 foreign-trade values were calculated in France on the basis of official average prices established in 1826 by a special commission and legalized in 1827. Since 1847 the official valuations have been calculated annually by a commission of the Department of Commerce and Industry, assisted by the chambers of commerce. These official valuations represent frontier values and do not include import duties, excise taxes, and discounts. General averages are determined, applying to all countries of origin or destination without distinction. These official valuations are shown in the annual statement. The values shown in the monthly summaries published during a given year are based on official valuations established for a previous year; for example, the averages calculated for 1914 are the basis of the values shown in the monthly summaries for 1915 and 1916. It is evident that these official valuations are at variance with the actual prices, as the general level of prices rose considerably during the war. On December 1, 1916, a decree of the Minister of Finance went into effect requiring declarations of value to be made by importers and exporters of goods free of duty or subject to specific duty. Declared values will be published hereafter.

CEMENT EXPORTS OF FRANCE BY COUNTRIES.

Countries.	1908		1913	
	Quantity.	Value.	Quantity.	Value.
	Pounds.	*Dollars.*	*Pounds.*	*Dollars.*
Algeria	92,599,503		198,398,568	
Argentina	137,730,401		224,800,857	
Belgium	33,267,414		13,426,014	
Brazil	24,904,264		17,411,931	
Cuba			9,144,681	
Egypt	45,271,461		8,467,870	
French Indo-China	27,888,631		18,060,083	
French West Africa, n. e. s	14,185,499		8,430,390	
French zones	38,782,441		32,553,124	
Germany	17,413,694		8,064,427	
Italy	43,353,459		38,688,525	
Madagascar			13,015,958	
Morocco			52,365,854	
Senegal	11,371,988		15,926,030	
Spain	77,021,228		88,534,531	
Switzerland	26,697,045		21,871,837	
Tunis	41,677,743		49,704,912	
Turkey	36,200,634		19,221,907	
United States	17,804,791		8,428,186	
Uruguay			6,097,575	
All other countries and French colonies and protectorates	68,047,404		24,746,635	
Total	754,261,782	• 2,311,094	877,959,904	• 2,766,972

• value per unit of quantity may be applied to the quantities of the various countries

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GERMANY.

from Germany of cement of domestic manufacture (including tripoli and nestone in 1908) grew from 1,165,895,876 pounds, value $3,398,402, in that 190,233,928 pounds, value $8,966,174, in 1913, an increase of 114 per cent in nd 164 per cent in value. The exports in 1908 and 1913 by leading coun- percentages of increase or decrease, are presented in detail in the following

LYSIS OF CEMENT EXPORTS OF GERMANY BY PRINCIPAL COUNTRIES.

1908.

Countries.	Cement exported.[a]		Per cent of total cement exports.	
	Quantity.	Value.	In quantity.	In value.
	Pounds.	*Dollars.*		
	29,893,274	87,108	2	2
	30,900,374	90,202	3	2
lungary	94,757,897	276,080	8	8
	37,019,423	107,814	3	3
	184,956,460	539,070	16	16
ndia, n. e. s.	8,944,503	25,942	1	1
Malacca, n. e. s.	5,273,844	15,470		
outh Africa	6,808,246	19,754	1	1
	75,257,328	219,436	6	6
	11,340,003	33,082	1	1
	26,668,164	77,826	2	2
ndia, n. e. s.	40,878,796	119,238	4	4
	26,193,073	76,398	2	2
	33,949,517	99,008	3	3
East Africa	13,148,014	38,318	1	1
Southwest Africa	9,527,179	27,846	1	1
	5,132,068	14,994		
	74,278,706	216,580	6	6
ands	193,768,026	564,774	17	17
	33,694,886	98,294	3	3
	8,173,334	23,800	1	1
ine Islands, n. e. s.	14,381,047	41,888	1	1
ese East Africa	9,818,627	28,560	1	1
European	32,784,827	95,438	3	3
Kingdom	7,905,916	23,086	1	1
States	65,796,067	191,828	6	6
ay	8,617,781	24,990	1	1
uela	6,761,288	19,754	1	1

1913.

tina	147,680,202	541,688	6	6
alia	144,968,544	510,510	6	6
ia-Hungary	82,905,085	305,502	3	3
um	27,856,003	90,678	1	1
l	392,499,709	1,423,240	16	16
sh India, n. e. s.	49,550,810	168,504	2	2
sh Malacca, n. e. s.	11,289,536	40,222	1	1
sh South Africa	9,066,197	32,130		
sh West Africa	8,417,824	30,940		
on	15,420,957	49,980	1	1
e	188,072,221	708,146	7	7
ia	3,704,389	12,614		
mbia	3,685,871	14,280		
a Rica	7,115,126	26,894		
mark	32,853,611	113,764	1	1
ch India, n. e. s.	145,576,352	504,798	6	6
ador	4,619,739	16,184		
land	97,282,825	343,672	4	4
nce	124,427,193	345,814	5	4
man East Africa	32,865,295	120,428	1	1
man Southwest Africa	26,705,643	92,106	1	1
merun	12,070,846	42,126	1	1
xico	13,648,899	49,504	1	1
rocco	7,892,909	26,418		
therlands	257,278,578	1,363,026	15	15

[a] Figures include tripoli and ground limestone.

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ANALYSIS OF CEMENT EXPORTS OF GERMANY BY PRINCIPAL COUNTRIES—Con.

1913.

Countries.	Cement exported.		Per cent of total cement exports.	
	Quantity.	Value.	In quantity.	In value
	Pounds.	*Dollars.*		
Norway	47,480,911	174,454	2	1
Peru	10,662,169	38,080	1	1
Philippine Islands	77,872,204	295,834	3	3
Portuguese East Africa	28,109,532	105,910	1	1
Russia, European	143,738,597	556,206	6	6
Spain	22,505,659	77,112	1	1
Sweden	18,094,255	60,452	1	1
Togo	6,070,907	20,944	.....	.....
Turkey	25,467,890	94,010	1	1
United Kingdom	21,405,343	76,636	1	1
United States	23,021,095	85,204	1	1
Uruguay	25,205,633	90,678	1	1
Venezuela	10,557,829	37,604	.....	.....

PER CENT OF INCREASE (+) OR DECREASE (−), 1908 TO 1913.

Countries.	In quantity.	In value.	Countries.	In quantity.	In value
Argentina	+394	+522	German East Africa	+150	+240
Australia	+369	+466	German Southwest Africa	+190	+231
Austria-Hungary	− 13	+ 11	Mexico	− 62	− 77
Belgium	− 27	− 16	Netherlands	+ 84	+141
Brazil	+112	+164	Norway	+ 41	+ 77
British India, n. e. s.	+454	+550	Peru	+ 31	+ 89
British Malacca, n. e. s.	+114	+160	Philippine Islands, n. e. s.	+441	+606
British South Africa	+ 33	+ 63	Portuguese East Africa	+186	+271
Chile	+150	+222	Russia, European	+338	+463
China	− 67	− 62	United Kingdom	+171	+232
Denmark	+ 23	+ 46	United States	− 65	− 36
Dutch India, n. e. s.	+256	+ 32	Uruguay	+192	+263
Finland	+271	+350	Venezuela	+ 56	+ 90
France	+267	+249			

Frontier values are shown in the annual statement of German trade. Until the end of April, 1909, the values were based largely on estimates prepared by the Advisory Board for Commercial Statistics in annual sessions. Declarations of value were prescribed for only a small percentage of the goods classified—18 statistical numbers of the imports and 144 items of the exports. Beginning with May 1, 1909, declaration of value became obligatory for 32 items of imports and 1,336 items of exports. Since April 1, 1911, declarations of value have been required for all exports and for 60 numbers of the import schedule, including tobacco and its manufactures, skins for furriers' work, furriers' wares, vehicles, and watches and clocks. The values of other imports are still calculated on the basis of official valuations established generally for certain kinds of goods or separately for each country of origin. The declarations also are checked by the Advisory Board. The averages for 1913 were established at a series of meetings of the board held in January and February, 1914. One hundred and twenty-eight agriculturists, manufacturers, merchants, and other experts took part in the meetings.

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CEMENT EXPORTS OF GERMANY BY COUNTRIES.

Countries.	1908 a		1913	
	Quantity.	Value.	Quantity.	Value.
	Pounds.	*Dollars.*	*Pounds*	*Dollars.*
.....	29,883,274	87,108	147,690,202	541,688
.....	30,909,374	90,202	144,968,544	510,510
ngary.....	94,757,897	276,080	82,905,085	305,592
.....	37,019,423	107,814	27,856,068	90,678
.....	184,956,460	539,070	392,499,709	1,423,240
lia n. e. s.....	8,944,503	25,942	49,550,810	168,504
lacca n. e. s.....	5,273,844	15,470	11,289,536	40,222
ath Africa.....	6,808,246	19,754	9,066,197	32,130
est Africa.....	.....	.....	8,417,324	30,940
.....	.....	.....	15,420,957	49,980
.....	75,257,328	219,436	188,072,221	706,146
.....	11,340,903	33,062	3,704,389	12,614
.....	.....	.....	3,685,371	14,280
a.....	.....	.....	7,115,126	26,894
.....	26,668,164	77,826	32,853,511	113,764
dies n. e. s.....	40,878,796	119,238	145,576,352	504,796
.....	.....	.....	4,619,739	16,184
.....	.....	.....	1,804,465	6,902
.....	26,193,073	76,398	97,282,925	343,672
East Africa.....	33,949,517	99,008	124,427,183	345,814
Southwest Africa.....	13,148,014	38,318	32,865,295	120,428
	9,527,179	27,846	26,705,643	92,106
.....	5,132,068	14,994	.....	.....
n.....	.....	.....	12,070,546	42,126
.....	74,278,706	216,580	13,648,999	49,504
.....	.....	.....	7,892,909	26,418
ands.....	193,768,026	564,774	357,278,578	1,363,026
.....	33,694,886	98,294	47,480,911	174,454
.....	8,173,334	23,800	10,682,169	38,080
ine Islands n. e. s.....	14,381,047	41,888	77,872,204	295,824
al.....	.....	.....	6,125,583	20,944
uese East Africa.....	9,818,627	28,560	28,109,532	105,910
, European.....	32,784,827	95,438	143,738,597	556,206
.....	.....	.....	22,505,659	77,112
a.....	.....	.....	18,094,255	60,452
.....	.....	.....	6,070,807	20,944
y.....	.....	.....	25,467,890	94,010
d Kingdom.....	7,905,916	23,086	21,405,343	76,686
d States.....	65,796,067	191,828	23,021,095	85,204
ay.....	8,617,781	24,990	25,205,333	90,678
uela.....	6,761,288	19,754	10,557,329	37,604
her countries.....	69,257,288	201,824	74,636,422	253,946
Total.....	1,165,895,876	3,396,402	2,490,233,928	8,966,174

a Figures include tripoli and ground limestone.

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JAPAN.

Exports of domestic cement from Japan amounted to 74,268,708 pounds, value $477,086, in 1908; to 59,115,109 pounds, value $326,909, in 1913; and to 255,860,343 pounds, value $1,355,515, in 1916. The decrease from 1908 to 1913 was 20 per cent in quantity and 31 per cent in value; and the increase from 1913 to 1916 was 333 per cent in quantity and 315 per cent in value. The table which follows gives details of these exports by leading countries, with percentages of total exports and of increase or decrease for the two periods mentioned.

ANALYSIS OF CEMENT EXPORTS OF JAPAN BY PRINCIPAL COUNTRIES.

Countries.	Cement exported.		Per cent of total cement exports.	
	Quantity.	Value.	Quantity.	Value.
1908.				
	Pounds.	*Dollars.*	*Pounds.*	*Dollars.*
China	3,880,594	23,240	62	65
Kwantung Province	46,114,849	309,262	.....	.....
Philippine Islands	20,446	139	5	5
1913.				
British India	2,237,378	9,078	4	3
China	3,663,259	22,630	6	7
Kwantung Province	38,312,950	223,625	65	68
Philippine Islands	13,283,264	62,696	22	19
Straits Settlements	689,438	3,645	1	1
1916.				
Australia	2,923,960	11,850	1	1
British India	55,464,332	291,137	22	21
Chile	1,524,318	9,526	1	1
China	30,635,304	144,233	12	11
Dutch India	72,703,947	420,982	28	31
Kwantung Province	26,354,648	146,330	10	11
Peru	2,032,753	15,875	1	1
Philippine Islands	35,804,245	166,143	14	12
Straits Settlements	26,515,744	138,872	10	10

PER CENT OF INCREASE (+) OR DECREASE (−).

Countries.	1908 to 1913		1913 to 1916	
	In quantity.	In value.	In quantity.	In value.
British India	.....	.....	+2,379	+3,107
China	− 6	− 3	+ 736	+ 537
Kwantung Province	− 17	− 28	− 31	− 35
Philippine Islands	+64,868	+44,955	+ 170	+ 165
Straits Settlements	.....	.....	+3,746	+3,710

Frontier values are shown in the Annual Return of the Foreign Trade of Japan. The values of exports represent cost and charges of delivering the goods on board the vessel at the port of exportation.

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CEMENT EXPORTS OF JAPAN BY COUNTRIES.

Countries.	1908		1913		1916	
	Quantity.	Value.	Quantity.	Value.	Quantity.	Value.
	Pounds.	*Dollars.*	*Pounds.*	*Dollars.*	*Pounds.*	*Dollars.*
Asiatic countries, n. e. s.					39,683	201
Australia					2,923,960	11,850
British America	200	1				
British India			2,237,378	9,078	55,464,332	291,137
Canada					1,885	15
Chile					1,524,318	9,520
China	3,880,594	23,240	3,663,259	22,630	30,635,304	144,233
Chosen	24,171,895	143,915				
Dutch Indies					72,703,947	420,982
French Indo-China					553,283	2,903
Hongkong	40,476	243	461,994	2,832	2,401	13
Kwantung Province	46,114,849	309,282	38,312,950	223,625	26,354,648	146,330
Peru					2,032,753	15,875
Philippine Islands	20,446	139	13,283,264	62,626	35,804,245	166,143
Russia, Asiatic	6,706	54			396,828	1,977
Siam					38,000	200
Straits Settlements			689,438	3,645	26,515,744	138,872
United States	2,599	18			595	1
All other countries	30,943	213	466,826	2,475	868,409	5,251
Total	74,268,708	477,086	59,115,109	326,909	255,880,343	1,355,515

TRADE CONDITIONS.

(From Commerce Reports for Mar. 15, 1916.)

The export of Portland cement from Japan, which began soon after the outbreak of the war to take over the trade lost to Germany and England, is going on briskly at the rate of 50,000 to 100,000 barrels a month, according to the Japan Daily Mail. The market, too, is ever widening, and now the position of Japanese Portland cement in Australia, the Dutch Indies, British India, and other Eastern countries has been well consolidated. The domestic market, however, is still dormant. Several mills have either closed temporarily or wound up their affairs. The production is curtailed to no small extent, and that, in conjunction with the increase in exports, induces the price to go up.

(Consul General Geo. H. Scidmore, Yokohama, in Commerce Reports for Sept. 12, 1916.)

Reviewing the cement industry in Japan, the Japan Chronicle states that it was at low ebb for a long time after 1911; that with reduced demands and increased output, prices continued on the down grade, and the situation became so hopeless that manufacturers projected sales at conference prices as a remedy. Last year, however, the market showed signs of improvement, which has developed during the current year. It was not long before all the accumulated stocks were cleared off, and prices have steadily advanced.

Present quotations, the Chronicle says, are about double those at the beginning of the year. Spot transactions have given way to forward transactions, stocks having greatly diminished. It is said that some companies have already signed forward contracts covering the whole of their output to the end of the year. That such a remarkable change has come is due to the great activity on the export market, and to to the increased domestic demand.

(Consul M. D. Kirjassoff, Yokohama, in Commerce Reports for Jan. 3, 1917.)

Hitherto the total output of cement in Japan has been unknown, as the manufacturers kept their actual capabilities secret from business motives. Recently a proposal was made that cement manufacturers should take steps to regulate the relation between supply and demand, and on November 15 a special meeting of manufacturers from all over the country was held at Osaka. As a first step to consider the proposal, the Japan Chronicle reports, the meeting investigated the total output of cement in Japan during the past seven years, with other particulars. The result is shown in the following table.

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Years.	Output.	Domestic sale.	Export.
	Barrels.	*Barrels.*	*Barrels.*
1909	2,540,000	1,986,000	149,000
1910	2,639,000	2,520,000	231,000
1911	3,192,000	3,302,000	67,000
1912	3,803,000	3,256,000	48,000
1913	3,741,000	3,528,000	148,000
1914	3,625,009	2,611,000	249,000
1915	3,943,000	3,273,000	668,000

"It will be seen," says the Chronicle, "that in 1915 the output and the demand for cement were almost equal. From this year onward there will be a growing increase in output, while the future prospects of the export trade in this line are not very encouraging. It is estimated that, as compared with 1915, the output this year will show an increase of 522,000 barrels and next year of 3,235,000 barrels, while the increase for 1918 will amount to no less than 7,691,000 barrels. Indeed, cement manufacturers have a very difficult problem to tackle with such an enormous increase in output, especially after the war."

(Consul General Geo. H. Scidmore, in Commerce Reports for Mar. 12, 1917.)

Since the outbreak of the war the cement industry of Japan has undergone a great development on account of increased exports to China, India, and the South Seas. Cement companies have been able to realize large profits, says the Japan Chronicle, and some of them are preparing to increase their equipment. The Asano Cement Co., perhaps the largest of its kind in this country, has just decided to increase its capital from $3,579,230 to $7,477,500 (15,000,000 yen). The company's present capacity is 1,700,000 barrels a year, but this will be increased to 6,700,000 barrels as a result of the proposed extension.

(Consul General Geo. E. Anderson, in Commerce Reports for May 17, 1917.)

The course of the cement trade of the Far East is being materially altered as a result of freight conditions, and especially by reason of the advantage Japanese manufacturers have in comparatively low freight rates on Japanese products shipped by subsidized Japanese vessels.

Continued growth of the business is reported, and newspaper items indicate that there was demand for more cement than could be manufactured. The chief field for the Japanese output at present, aside from Japan and Korea and parts of China immediately adjacent, are British India, the Dutch East Indies, the Straits Settlements, and the Philippines—all reached by subsidized Japanese shipping passing through Hongkong. These vessels carry Japanese cement to India and Indian cotton to Japan, and comparatively low freight rates in each direction are working most effectively in building up the cement and cotton industries. Much of the trade now held by the Japanese cement factories was formerly German, and the Japanese factories expect to retain this trade after the war. Under normal conditions this trade ought to come largely to Hongkong, which is nearer the market and where the industry has long been established.

The industry in Hongkong, which some time ago dominated all the trade in this part of Asia, is at present greatly hindered by the fact that its limestone must be secured from other places. Until comparatively recently the stone was secured from nearby quarries at comparatively light cost, but by reason of restrictions of the Chinese Government and because of freight conditions the cost of stone has been increasing until it is now a very serious handicap to the business. Part of the supply now received is imported all the way from Indo-China, and if local manufacturers referred to were not in control of their steamer transportation the business would have been all but destroyed the past year.

At one time it was confidently expected that Hongkong cement would be shipped to the United States in material quantities, but present freight rates as well as the condition of the industry in Hongkong generally have made any such plans impossible. It is understood that the Chinese Government plant in Canton is to be greatly enlarged and improved, and this, too, will be a strong competitor of the Hongkong industry. With the development of Japanese cement trade in the East Indies and India and with the development of the industry locally in the Philippines and in China the field of Hongkong concerns apparently is rapidly contracting.

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(Consul General R. E. Miller, Seoul, Chosen, in Commerce Reports for April 12, 1917.)

no cement is being manufactured at present in Chosen, steps are being taken Onoda Cement Co. of Japan to establish a plant near Pingyang, with an esti- capacity of 250,000 casks per year. Production will be started in 1918. Imports amounted to 66,135,875 pounds, valued at $349,669, and in 1912 to 62,896,870 , valued at $328,990. Shipments from the United States in 1913 were 19,046 , valued at $158, and in 1912 were 3,156 pounds, valued at $30.

UNITED KINGDOM.

orts of domestic cement from the United Kingdom were 598,376 tons of 2,240 s each in 1908, value $4,652,058; 747,736 tons, value $6,195,444, in 1913; and 3 tons, value $4,851,998, in 1916. There was an increase for the first period of cent in quantity and 33 per cent in value; for the second period there was a se of 45 per cent in quantity and 22 per cent in value. Details of these exports ding countries, with percentages of total exports and of increase or decrease for o periods mentioned, are shown in the table which follows.

YSIS OF CEMENT EXPORTS OF UNITED KINGDOM BY PRINCIPAL COUNTRIES.

1908.

Countries.	Cement exported.		Per cent of total cement exports.	
	Quantity.	Value.	In quantity.	In value.
	Long tons.	*Dollars.*		
tina	68,803	550,747	11	12
alia	33,109	255,331	6	5
l	54,249	423,590	9	9
sh India:				
engal	35,488	287,114	6	6
ombay	22,563	181,939	4	4
urmah	14,010	118,806	3	3
astern Bengal and Assam	1,695	14,327		
adras	16,547	95,608	3	2
sh South Africa:				
ape of Good Hope	23,468	178,820	4	4
atal	7,622	59,707	1	1
sh West Africa	19,301	152,575	3	3
sh West Indies	20,622	158,132	3	3
da	27,141	215,362	5	5
on	18,956	149,908	3	3
nnel Islands	5,403	42,178	1	1
e	13,177	91,067	2	2
a	1,917	18,303		
pt	44,605	331,121	7	7
raltar	922	7,096		
a	367	3,358		
ta, Goso, etc	6,457	40,280	1	1
doo	19,716	137,803	3	3
herlands	6,990	54,632	1	1
w Zealand	26,808	206,909	4	4
tuguese East Africa	8,671	71,362	1	2
in	4,446	34,665	1	1
aits Settlements	36,611	285,857	6	6
ited States	11,074	99,608	2	2
guay	9,706	79,343	2	2

1913.

gentina	97,670	798,160	13	13
stralia	30,879	234,424	4	4
azil	124,342	990,353	17	16
ritish East Africa	11,964	112,095	2	2
ritish India:				
Bombay	48,745	397,120	7	6
Burmah	22,864	157,550	3	3
Eastern Bengal and Assam	51,557	422,641	7	7
Madras	19,808	169,369	3	3
ritish South Africa:				
Cape of Good Hope	52,904	435,886	7	7
Natal	13,795	97,778	2	2
ritish West Africa	35,268	324,776	5	5
ritish West Indies	16,041	126,179	2	2
anada	8,335	70,165	1	1
eylon	25,653	229,132	3	4
hannel Islands	4,664	39,360	1	1
hile	27,789	221,212	4	4
gypt	17,796	150,877	3	2

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ANALYSIS OF CEMENT EXPORTS OF UNITED KINGDOM BY PRINCIPAL COUN
Continued.

1913.

Countries.	Cement exported.		Per cent of cement ex
	Quantity.	Value.	In quantity
	Long tons.	*Dollars.*	
Gibraltar	2,170	19,899	
Mexico	4,471	26,047	1
Netherlands	4,916	43,307	1
New Zealand	6,617	55,732	1
Portuguese East Africa	8,075	69,630	1
Spain	13,834	114,178	2
Straits Settlements	36,165	288,509	5
Turkey	3,191	26,766	
United States	1,707	29,574	
Uruguay	6,624	54,826	1

1916.

Argentina	79,307	920,197	19
Australia	10,600	112,913	3
Brazil	68,471	850,980	17
British East Africa	4,179	52,475	1
British India:			
Bombay	21,922	230,823	6
Burmah	12,890	142,679	3
Eastern Bengal and Assam	26,352	298,370	6
Madras	12,642	151,719	3
British South Africa:			
Cape of Good Hope	11,998	132,194	3
Natal	6,607	76,808	2
British West Africa	23,931	325,462	6
British West Indies	4,983	57,620	1
Canada	126	2,506	
Ceylon	24,320	307,310	6
Channel Islands	1,673	21,651	
Chile	35,025	350,189	9
Gibraltar	792	9,942	
Netherlands	1,304	14,191	
New Zealand	530	13,178	
Portuguese East Africa	1,421	18,664	
Spain	416	5,913	
Straits Settlements	7,648	69,586	2
United States	707	16,732	
Uruguay	2,503	29,710	1

PER CENT OF INCREASE (+) OR DECREASE (−).

Countries.	1908 to 1913.		1913 to 1916	
	In quantity.	In value.	In quantity.	In value
Argentina	+ 42	+ 45	−19	
Australia	− 7	− 8	−66	
Brazil	+ 129	+ 134	−45	
British East Africa			−65	
British India:				
Bombay	+ 116	+ 118	−55	
Burmah	+ 63	+ 58	−44	
Eastern Bengal and Assam	+2,942	+2,850	−49	
Madras	+ 20	+ 77	−36	
British South Africa:				
Cape of Good Hope	+ 125	+ 144	−77	
Natal	+ 68	+ 64	−48	
British West Africa	+ 83	+ 113	−32	
British West Indies	− 19	− 20	−70	
Canada	− 67	− 33	−99	
Ceylon	+ 35	+ 53	− 1	
Channel Islands	− 14	− 7	−60	
Chili	+ 111	+ 143	+36	
Egypt	− 60	− 54		
Gibraltar	+ 135	+ 180	−36	
Mexico	− 77	− 74		
Netherlands	− 30	− 21	−73	
New Zealand	− 25	− 73	−92	
Portuguese East Africa	− 7	− 2	−82	
Spain	+ 211	+ 220	−97	
Straits Settlement	− 2	+ 1	−79	
United States	− 85	− 70	−59	
Uruguay	− 32	− 31	−62	

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The Annual Statement of the Trade of the United Kingdom gives frontier values (c. i. f. prices for imports and f. o. b. values for exports). The statements of both quantities and values are based on the declarations of importers and exporters, as subsequently checked by customs officials by reference to current market prices. In the case of imports the values given are intended to represent their cost, plus insurance and freight to the place of landing, or, when consigned for sale, the latest sale value of such goods. Duty is not included. In the case of exports the values are intended to represent the cost of the goods, including all charges thereon up to the time of their delivery on board ship.

CEMENT EXPORTS OF UNITED KINGDOM BY COUNTRIES.

Countries.	1908		1913		1916	
	Quantity.	Value.	Quantity.	Value.	Quantity.	Value.
	Long tons.	*Dollars.*	*Long tons.*	*Dollars.*	*Long tons.*	*Dollars.*
Argentina	68,803	550,747	97,670	798,160	79,307	920,197
Australia	33,109	255,331	30,879	234,424	10,600	112,913
Brazil	54,249	423,590	124,342	990,353	68,471	850,990
British East Africa			11,964	112,095	4,179	52,475
British India:						
Bengal	35,488	287,114				
Bombay	22,563	181,939	48,745	397,120	21,922	230,823
Burma	14,010	118,806	22,864	187,550	12,890	142,679
Eastern Bengal and Assam	1,695	14,327	51,557	422,641	26,352	298,370
Madras	16,547	95,608	19,808	169,309	12,642	151,719
British South Africa:						
Cape of Good Hope	23,468	178,820	52,904	435,888	11,998	132,194
Natal	7,622	59,707	12,795	97,778	6,607	76,908
British West Africa	19,301	152,575	35,268	324,776	23,931	325,462
British West Indies	20,622	158,132	16,641	126,179	4,983	57,620
Canada	27,141	215,362	8,835	70,165	126	2,506
Ceylon	18,956	149,908	25,663	229,132	24,320	307,310
Channel Islands	5,403	42,178	4,664	39,360	1,873	26,651
Chile	13,177	91,067	27,789	221,212	35,025	350,189
China	1,917	18,303				
Egypt	44,605	331,131	17,795	150,877		
Gibraltar	923	7,096	2,170	19,899	792	9,942
Japan	367	3,358				
Malta, Gozo, etc	6,457	40,280				
Mexico	19,716	137,303	4,471	36,047		
Netherlands	6,990	54,632	4,916	43,307	1,304	14,191
New Zealand	26,808	206,909	6,617	55,732	530	13,178
Portuguese East Africa	8,671	71,362	8,075	69,630	1,421	18,664
Spain	4,446	34,665	13,834	114,178	416	5,913
Straits Settlements	36,811	285,357	36,165	288,599	7,648	99,586
Turkey			3,191	26,766		
United States	11,074	99,608	1,707	29,574	707	16,732
Uruguay	9,706	79,343	6,624	54,826	2,503	29,710
All other countries	37,731	307,505	49,783	449,815	49,436	640,184
Total	598,376	4,652,058	747,736	6,195,444	409,983	4,851,998

TRADE CONDITIONS.

(From a report of the United States Geological Survey, "Cement in 1916," by Ernest F. Burchard.)

There are no official statistics giving the production in the United Kingdom of cement for building and engineering purposes since those covering the year 1907. The production in that year, according to the official census, amounted to 2,886,000 tons, valued at $16,779,692. Investigations made among the larger cement producers indicate that the output during the years 1908 to 1913 was approximately 3,000,000 tons annually.

It is estimated that the production during 1914 fell to between 2,220,000 and 2,260,000 tons, but the decline was much greater in 1915 and 1916, in which years the output is estimated at between 1,500,000 to 1,800,000 tons. This is due primarily to war legislation regulating building operations in the United Kingdom during the war.

Before the war the exportation of cement from the United Kingdom was increasing rapidly, but since the outbreak of hostilities this trade has remained about stationary. The export figures, so far as values are concerned, appears to have been maintained, notwithstanding the decrease in production.

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UNITED STATES.

Official statistics for the United States relate to years ended June 30. Exports of cement of domestic production from the United States amounted to 945,421 barrels, value $1,470,317, in 1908; 3,999,715 barrels, value $5,822,107, in 1913; and 2,95[illegible] barrels, value $4,111,550, in 1917. The increase from 1908 to 1913 was 323 per cent in quantity and 296 per cent in value; from 1913 to 1917 the decrease was 41 per cent in quantity and 29 per cent in value. The following table shows the exports in detail by leading countries, with percentages of total exports and increase or decrease during the two periods.

ANALYSIS OF CEMENT EXPORTS OF UNITED STATES BY PRINCIPAL COUNTRIES.

1908.[a]

Countries.	Cement exported.		Per cent of total cement export	
	Quantity.	Value.	Quantity.	Value.
	Barrels.[b]	*Dollars.*		
Argentina	600	948		
Bermuda	1,157	1,726		
Brazil	110	189		
British Guiana	1,050	1,768		
British West Indies	15,724	24,055	2	
Canada	294,910	410,988	31	
Chile	2,850	4,732		
Colombia	8,697	13,498	1	
Cuba	350,021	532,740	37	
Dominican Republic	9,236	13,847	1	
Ecuador	594	927		
Guatemala	757	1,436		
Haiti	2,152	3,813		
Honduras	1,279	2,493		
Mexico	100,648	199,718	11	
Newfoundland and Labrador	17,290	33,958	2	
Nicaragua	664	1,216		
Panama	96,006	159,726	10	
Peru	26,519	39,081	3	
Salvador	72	212		
Uruguay	100	157		
Venezuela	6,235	12,998	1	
1913.[a]				
Argentina	69,506	84,698	2	
Bermuda	7,495	9,480		
Brazil	348,683	398,116	9	
British Guiana	7,196	10,068		
British West Africa	14,160	14,168		
British West Indies	35,368	46,321	1	
Canada	986,464	1,580,506	25	
Chile	38,149	51,823	1	
Colombia	58,400	85,801	1	
Cuba	696,876	942,508	17	
Dominican Republic	51,838	71,861	1	
Ecuador	11,458	13,184		
French West Indies	6,456	9,470		
Guatemala	18,289	25,244		
Haiti	32,885	43,336	1	
Honduras	7,432	11,254		
Mexico	186,793	276,508	5	
Newfoundland and Labrador	6,595	7,686		
Nicaragua	2,570	6,386		
Panama	1,214,271	1,848,805	30	
Peru	92,983	123,177	2	
Salvador	7,944	13,536		
Uruguay	7,615	10,411		
Venezuela	52,635	72,161	1	

[a] Year ended June 30.

[b] Of 380 pounds net.

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UNITED STATES—Continued.

1917.[a]

Countries.	Cement exported.		Per cent of total cement exports.	
	Quantity.	Value.	Quantity.	Value.
	Barrels.[b]	*Dollars.*		
ntina	108,168	200,481	5	5
uuda	7,622	12,797		
il	270,360	426,166	12	10
sh Guiana	22,251	36,283	1	1
sh West Africa	7,939	13,149		
ah West Indies	104,625	177,715	4	4
da	17,353	33,432	1	1
e	68,011	112,397	3	3
mbia	64,027	122,277	3	3
a	724,989	1,282,818	31	31
nican Republic	86,860	146,129	3	4
ador	34,975	59,790	1	1
nch West Indies	17,027	31,140	1	1
temala	14,370	27,963	1	1
ti	40,632	68,185	2	2
nduras	7,354	15,116		
xico	102,252	231,572	4	6
w Foundland and Labrador	25,927	38,434	1	1
aragua	11,121	28,322		1
nama	365,291	575,446	16	14
ru	72,696	125,367	3	3
lvador	41,743	85,375	2	2
uguay	4,141	8,966		
nezuela	40,896	69,316	2	2

PER CENT OF INCREASE (+), OR DECREASE (−).

Countries.	1908 to 1913.[a]		1913 to 1917.[a]	
	In quantity.	In value.	In quantity.	In value.
rgentina	+ 11,482	+ 8,729	+ 56	+137
ermuda	+ 548	+ 450	+ 2	+ 35
razil	+316,339	+210,543	− 23	+ 7
ritish Guiana	+ 585	+ 469	+209	+260
ritish West Africa			− 44	− 7
ritish West Indies	+ 125	+ 93	+196	+284
anada	+ 234	+ 285	− 98	− 98
hile	+ 1,249	+ 995	+ 77	+116
olombia	+ 571	+ 536	+ 10	+ 43
uba	+ 99	+ 77	+ 4	+ 26
Dominican Republic	+ 461	+ 417	+ 56	+105
Ecuador	+ 1,829	+ 1,322	+205	+354
French West Indies			+164	+229
Guatemala	+ 2,313	+ 1,659	− 21	− 11
Haiti	+ 1,428	+ 10,365	+ 24	+ 46
Honduras	+ 481	+ 472	− 1	+ 6
Mexico	+ 85	+ 38	− 45	− 16
Newfoundland and Labrador	− 62	− 78	+293	+405
Nicaragua	+ 332	+ 343	+287	+314
Panama	+ 1,165	+ 1,067	− 70	− 69
Peru	+ 250	+ 215	− 22	+ 2
Salvador	+ 10,933	+ 6,285	+426	+530
Uruguay	+ 7,715	+ 6,531	− 47	− 14
Venezuela	+ 539	+ 455	− 22	− 4

[a] Year ended June 30. [b] Of 380 pounds net.

The value of exports of domestic merchandise from the United States is their value at the time of exportation in the ports whence the goods are exported.

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CEMENT EXPORTS OF UNITED STATES BY COUNTRIES.

Countries.	1908 a		1913 a		1917 a	
	Quantity.	Value.	Quantity.	Value.	Quantity.	Va
	Barrels. b	*Dollars.*	*Barrels.* b	*Dollars.*	*Barrels.* b	
Argentina	600	948	69,506	84,696	108,168	
Australia	150	297	3,322	6,751	300	
Belgium			646	912		
Bermuda	1,157	1,726	7,495	9,489	7,622	
Bolivia	1,050	1,684	3,802	6,923	1,227	
Brazil	110	189	348,083	398,116	270,360	
British East Africa			500	1,272		
British India			1,802	1,949	584	
British Guiana	1,050	1,768	7,196	10,068	22,251	
British Honduras	232	456	5,699	10,265	1,425	
British Oceania, n. e. s					782	
British South Africa			494	561	800	
British West Africa			14,100	14,100	7,939	
British West Indies:						
Barbados			75	95	1,158	
Jamaica	15,724	24,055	20,389	26,928	33,970	
Trinidad and Tobago			11,110	13,988	51,604	
Other British			3,794	5,310	17,993	
Canada	294,910	410,988	996,464	1,580,506	17,353	
Chile	2,850	4,732	38,449	51,823	68,011	
China					137	
Chosen					384	
Colombia	8,607	13,498	58,400	85,801	64,027	
Costa Rica	4,759	6,211	11,708	17,658	14,968	
Cuba	350,021	532,740	696,876	942,508	728,989	
Danish West Indies	6	12	490	678	3,941	
Dominican Republic	9,236	13,847	51,838	71,361	80,860	
Dutch East Indies			300	350	33,681	
Dutch Guiana	190	281			4,535	
Dutch West Indies	60	104	4,048	5,152	21,786	
Ecuador	594	927	11,458	13,184	34,975	
Egypt					3	
France			20	55	480	
French Guiana	30	50	12	18	1,310	
French Oceania	87	291			388	
French West Indies			6,456	9,470	17,027	
German Africa			60	92		
German Oceania					41	
Germany			590	1,241		
Guatemala	757	1,436	418,269	25,244	14,370	
Haiti	2,152	3,813	32,885	43,336	40,632	
Honduras	1,279	2,493	7,432	14,254	7,354	
Italy					300	
Japan	60	94	276	404	22	
Liberia					265	
Mexico	100,648	199,718	186,793	276,508	102,252	
Miquelon and Langley	100	200	421	615	131	
Newfoundland and Labrador	17,290	33,958	6,595	7,606	25,927	
New Zealand			158	295	60	
Nicaragua	664	1,216	2,870	5,386	11,121	
Norway			10	22	225	
Panama	96,006	159,726	1,214,271	1,848,805	365,291	
Peru	26,549	39,081	92,993	123,177	72,606	
Philippine Islands	84	168	177	247	301	
Portugal					2,010	
Portuguese Africa	87	235	126	354	880	
Salvador	72	212	7,944	13,536	41,743	
Spain	5	8			33	
United Kingdom: England			2,873	8,424	70	
Uruguay	100	157	7,815	10,411	4,141	
Venezuela	8,235	12,998	52,635	72,161	40,886	
Total	945,421	1,470,317	3,999,715	5,822,107	2,345,962	4,111

a Year ended June 30. b Of 380 pounds net.

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TRADE CONDITIONS.

om a report of the United States Geological Survey, "Cement in 1916," by Ernest F. Burchard.)

ıe year 1916 proved a busy period for the cement industry in most parts of the ted States. Labor troubles caused the temporary suspension of operations at a Portland cement plants in the Mississippi Valley, but no plants were embar- ed by lack of business. In 1914 and 1915 there was a decrease in the production ement, consumers having exercised strict economy in its use, but the year 1916 ved a reaction, it having opened with a demand unprecedented for a midwinter on. Prices of Portland cement, which averaged only 86 cents a barrel for the ire year 1915, began to rise toward the end of that year and continued to do so il well toward the close of 1916, so that the average price per barrel in bulk at mills for the year was $1.103, an increase of 24.3 cents, or 28.3 per cent. The reased prices, of course, did not mean an equivalent net increase in returns to the nufacturers, because the cost of fuel, explosives, machinery parts, bags, labor, and fact the costs of all the items that enter into the manufactured product rose con- erably during the year. The comparatively high prices did not, however, check demand for cement. Many manufacturers sold all they could produce and others w heavily on stocks. The net decrease in stocks for the country at large was re than 3,000,000 barrels, or 27.1 per cent, as compared with the quantity on hand the close of 1915. Every commercial district but one showed a decrease in stocks hand.

Another significant feature of the Portland cement industry was the completion six new manufacturing plants in 1916. The location of these plants was influenced largely by commercial considerations as by proximity of raw materials. So few ment plants have been built in the last five years that the addition of so much pacity in 1916 is of interest.

Because, under war conditions, structural steel is expensive, difficult to obtain, d greatly needed in construction of ships and for many military purposes, every fort should be made to substitute reinforced concrete for structural steel where pos- ble. That this is possible has already been pointed out by prominent architects, nd the Portland Cement Association contends that many buildings could as well be rected with far less steel by the use of reinforced concrete. Inasmuch as the sup- ly of raw material for the production of concrete is practically unlimited and is till relatively cheap, it would seem that an increased use of concrete for this purpose ould not only release a large quantity of structural steel, and in that way prove a ar measure, but would also prove economical to the building industry.

The production of potash as a by-product of the manufacture of hydraulic cement ill not be taken up here.

The total quantity of Portland, natural, and puzzolan cements marketed or shipped rom the mills in the United States in 1916 was 95,394,433 barrels, valued at $104,- 89,090, as compared with 87,685,222 barrels, valued at $75,155,102, in 1915. This epresents an increase in quantity of 7,709,211 barrels, or 8.8 per cent, and an increase in value of $29,533,988, or 39.3 per cent. It should be noted here that a table in which the statistics of these three kinds of cement are combined to form a total in barrels is necessarily slightly inconsistent, for the weights per barrel of the various kinds of cement are different. A barrel of Portland cement is supposed to weigh 376 pounds net, but the weights of barrels of cement of the other two classes are not uni- form. Natural cement is sold in barrels containing 240 to 285 pounds and generally supposed to contain 265 pounds; puzzolan cement has been supposed to weigh 330 pounds to the barrel, but barrels of it weighing from 240 to 380 pounds have been reported, the weight depending on the specific gravity of the cement, its fineness, and the number of sacks constituting a barrel. It would insure uniformity if all cements could be sold by the hundredweight.

(From Bulletin of the United States Geological Survey, "Our Mineral Supplies: Portland Cement, 1917," by Ernest F. Burchard.)

The year 1914 witnessed the first recorded decrease in annual production of Port- land cement in the United States. The industry had experienced a remarkable growth during the preceding 10 years, and it was but natural that a slight check should come at this time. The average price per barrel in bulk at mills decreased 7.8 cents in 1914, and the beginning of the war in Europe may be said to have marked a period of depression in the American cement industry, from which recovery was slow at first.

The Portland cement industry showed no noteworthy developments during 1915, notwithstanding the greater activity in the metal industries. In view of the experi- ences of 1914 manufacturers exercised considerable caution, the result of which was

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a slight increase in the volume of shipments, a small decrease in the quantity of cement manufactured, and a considerable decrease in the stocks of cement on hand, all indicating a correction of the tendency toward overproduction that has manifested itself at times during the last few years. Prices in 1915 decreased 6.7 cents a barrel below those of 1914, and the estimated consumption of Portland cement per capita in the United States was 0.76 barrel, compared with 0.77 barrel in 1914. The total production in 1914 and 1915 represented from about 69 per cent to 76 per cent of the apparent actual manufacturing capacity, according to figures reported to the Geological Survey, but it is now believed that the actual capacity was greater than was reported.

In 1916 the conditions were much more satisfactory. At the beginning of the year the industry was already feeling the effects of the gradual revival of activity in construction work, and throughout the year mills in all parts of the United States were busy manufacturing and shipping cement at a rate greater than at any other time since 1913, although labor troubles and lack of freight cars operated as a handicap on production and shipments. Higher prices prevailed, and six new plants reported their first production in 1916, one each in California, Minnesota, New York, Oklahoma, Oregon, and Texas. The plants in Oregon and Texas are close to tidewater, and the one in Texas is unique in using oyster shells as the calcareous ingredient of its raw mix.

As a result of increased business in 1916 stocks of Portland cement were reduced below normal, yet the reserve of more than 8,250,000 barrels on hand at the beginning of 1917 seems sufficient for emergencies. This reserve, however, should be maintained and, if possible, even increased.

The present cement-clinker manufacturing capacity of the mills in the United States is possibly from 30 to 40 per cent greater than the normal consumption, and this surplus capacity seems likely to be maintained through the building of new mills and the enlargement of existing mills. In its bearing on the present situation this condition is encouraging, for there are likely to be large increases in the demand for cement for military purposes for use by the United States as well as by her allies. The utilization of the increased manufacturing capacity is likely also to prove an incentive for gaining new trade in the West Indies, South America, and the Orient if shipping is available.

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B. S. CUTLER, Chief

MISCELLANEOUS SERIES—No. 80

WHOLESALE PRICES

OF LEADING ARTICLES IN UNITED STATES MARKETS

JANUARY, 1917, TO DECEMBER, 1918

Prepared by the Research Division

PRICE, 5 CENTS

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1919

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WHOLESALE PRICES OF LEADING ARTICLES IN UNITED STATES MARKETS.

This report contains tables giving quotations on silver and wholesale prices of leading staple articles in the United States from January, 1917, to December, 1918. The quotations are given monthly for the first year covered by the report and weekly for the last year, and are derived from standard commercial sources.

Previous issues of this pamphlet covering the periods from January, 1913, to October 14; January, 1913, to December, 1915; January, 1914, to December, 1916; and January, 1916, to December, 1917, were published as Miscellaneous Series No. 19, No. 30, No. 52, and No. 64, respectively. In No. 19 quotations were given for the first week in each month, January to July, 1913, and each week thereafter to the end of October, 1914; in No. 30 for the first week in each month, January, 1913, to July, 1915, and each week thereafter to the end of that year; No. 52 for the first week in each month, January, 1914, to July, 1916, and each week thereafter to the end of that year; No. 64 for the first week in each month, January, 1916, to January, 1917, and each week thereafter to the end of the latter year.

Tables similar in character were published regularly in the Monthly Summary of Commerce and Finance from September, 1893, to September, 1912, and as a special feature in the issues for December, 1912, and June, 1913. In view of the widespread interest in the subject of comparative prices at the present time it is hoped that this pamphlet will prove a welcome and somewhat valuable addition to existing information along the same line

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Wholesale prices of leading articles, January, 1917, to December, 19[illegible]

Saturday.	SILVER.[1] London quotations (0.925 fine).	Equivalent value— With exchange at par ($4.8665).	Equivalent value— Based on average rate of exchange at New York.	Bullion value of a United States silver dollar, at average price of silver exchange at par.[4]	Commercial ratio of silver to gold.[4]	COFFEE (NEW YORK). Rio standard No. 7.
		Per fine ounce.				
1917.	*Pence.*	*Dollars.*	*Dollars.*	*Dollars.*		*Cents.*
Jan. 6	36½	0.80012	0.78220	0.62194	25.71	9[illegible]
Feb. 3	37 1/16	.81930	.80095	.63980	24.99	9[illegible]
Mar. 3	37 1/16	.81793	.79856	.61754	25.89	9[illegible]
Apr. 7	(5)	(5)	(5)	.62727	25.49	9[illegible]
May 5	38	.83300	.81400	.64321	24.86	10
June 2	38 3/16	.83574	.81660	.66293	24.12	10[illegible]
July 7	39 3/16	.87137	.85149	.67995	23.51	9[illegible]
Aug. 4	41	.89877	.87836	.73019	21.90	9[illegible]
Sept. 1	46	1.00837	.98538	.86597	18.46	9[illegible]
Oct. 6	46	1.00837	.98475	.75155	21.27	8[illegible]
Nov. 3	44 7/8	.98371	.96054	.73907	21.63	7[illegible]
Dec. 1	42¼	.92617	90428	.72958	21.91	7[illegible]
1918.						
Jan. 5	45 1/16	.98919	.96592			8[illegible]
12	45 1/16	.98919	.96602	.75195	21.26	8[illegible]
19	44 3/4	.98097	.95809			8[illegible]
26	43½	.95357	.93143			8[illegible]
Feb. 2	43¼	.94809	.92608			8[illegible]
9	42 7/8	.93987	.91805	.72567	22.03	8[illegible]
16	42 5/8	.93439	.91269			8[illegible]
23	42½	.93165	.91007			8[illegible]
Mar. 2	42½	.93165	.90992			8[illegible]
9	42 3/4	.93713	.91537			8[illegible]
16	43	.94261	.92062	.74091	21.58	9
23	46	1.00837	.98496			9
30	45 5/16	1.00015	.99693			9[illegible]
Apr. 6	45 3/8	.99467	.97168			9[illegible]
13	46¼	1.01385	.99063	.80062	19.97	9
20	48¼	1.05770	1.03346			9
27	49¼	1.07962	1.05488			8[illegible]
May 4	49 1/16	1.07688	1.05220			8[illegible]
11	49½	1.08510	1.06024	.83070	19.25	8[illegible]
18	48 7/8	1.07140	1.04685			8[illegible]
25	48 7/8	1.07140	1.04685			8[illegible]
June 1	48 7/8	1.07140	1.04685			8[illegible]
8	48 7/8	1.07140	1.04685			8[illegible]
15	48 7/8	1.07140	1.04652	.82866	19.29	8[illegible]
22	48 7/8	1.07140	1.04657			8[illegible]
29	48 7/8	1.07140	1.04652			8[illegible]
July 6	48 1/16	1.07003	1.04518			8[illegible]
13	48 1/16	1.07003	1.04518	.82760	19.32	8[illegible]
20	48 1/16	1.07003	1.04507			8[illegible]
27	48 1/16	1.07003	1.04507			8[illegible]
Aug. 3	48 1/16	1.07003	1.04518			8[illegible]
10	48 1/16	1.07003	1.04661			8[illegible]
17	48 1/16	1.07003	1.04579	.83191	19.22	8[illegible]
24	49½	1.08510	1.06024			8[illegible]
31	49½	1.08510	1.06024			8[illegible]
Sept. 7	49½	1.08510	1.06024			9[illegible]
14	49½	1.08510	1.06024	.83926	19.06	9[illegible]
21	49½	1.08510	1.06024			9[illegible]
28	49½	1.08510	1.06024			9[illegible]
Oct. 5	49½	1.08510	1.06013			9[illegible]
12	(6)	(6)	(6)	.83926	19.06	10
19	49½	1.08510	1.06024			10[illegible]
26	49½	1.08510	1.06024			10[illegible]
Nov. 2	49½	1.08510	1.06024			10[illegible]
9	49½	1.08510	1.06135			10[illegible]
16	48¾	1.06866	1.04527	.83090	19.24	11[illegible]
23	48¾	1.06866	1.04472			10[illegible]
30	48¾	1.06866	1.04483			[7] 13
Dec. 7	48 1/16	1.06181	1.03802			[7] 15
14	48 1/16	1.06181	1.03802	.82189	19.45	[7] 16
21	48 1/16	1.06181	1.03813			[7] 16
28	48 1/16	1.06181	1.03813			[7] 16½

[1] Furnished by the Director of the Mint.
[2] Prices furnished by Louis Seligsberg.
[3] Furnished by the India Rubber World; the prices represent "Para Upriver fine spot" prices.
[4] The figures represent average quotations for the month.
[5] No quotations.
[6] After and including this date to Nov. 23 the figures represent "fixed" prices.
[7] Nominal.

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Wholesale prices of leading articles, January, 1917, to December, 1918—Continued.

Wednesday.	IRON.[1]			STEEL[1] (PITTSBURGH).			
	Pig.		Bars.	Bars.	Billets and blooms.		Rails.[2]
	Bessemer (Pittsburgh).	Southern No. 2, foundry (Birmingham).			Bessemer, ordinary.	Open hearth, ordinary.	
	Per ton, 2,240 pounds.		Short tons.	Short tons.	Per ton, 2,240 pounds.		
1917.	*Dollars.*	*Dollars.*	*Dollars.*	*Dollars.*	*Dollars.*	*Dollars.*	*Dollars.*
Jan. 3	35.95	23.00	65.00	60.00	60.00	60.00	38.00
Feb. 7	35.95	24.00	65.00	65.00	65.00	65.00	38.00
Mar. 7	36.95	27.00	70.00	65.00	65.00	65.00	38.00
Apr. 4	39.95	33.00	70.00	75.00	70.00	70.00	38.00
May 2	43.95	37.00	75.00	80.00	80.00	80.00	38.00
June 6	50.95	40.00	85.00	85.00	95.00	95.00	38.00
July 4	57.95	47.00	95.00	90.00	100.00	100.00	38.00
Aug. 1	55.95	47.00	95.00	90.00	100.00	100.00	38.00
Sept. 5	51.95	47.00	95.00	80.00	75.00	75.00	38.00
Oct. 3	37.25	[3]	[3]	[3]	[3]	[3]	38.00
Nov. 7	37.25	[4] 33.00	[3]	[4] 58.00	[4] 47.50	[4] 47.50	38.00
Dec. 5	37.25	33.00	[4] 70.00	58.00	47.50	47.50	[3]
1918.							
Jan. 2	37.25	33.00	70.00	58.00	47.50	47.50	[3]
9	37.25	33.00	70.00	58.00	47.50	47.50	[3]
16	37.25	33.00	70.00	58.00	47.50	47.50	55.00
23	37.25	33.00	70.00	58.00	47.50	47.50	55.00
30	37.25	33.00	70.00	58.00	47.50	47.50	55.00
Feb. 6	37.25	33.00	70.00	58.00	47.50	47.50	55.00
13	37.25	33.00	70.00	58.00	47.50	47.50	55.00
20	37.25	33.00	70.00	58.00	47.50	47.50	55.00
27	37.25	33.00	70.00	58.00	47.50	47.50	55.00
Mar. 6	37.25	33.00	70.00	58.00	47.50	47.50	55.00
13	37.25	33.00	70.00	58.00	47.50	47.50	55.00
20	37.25	33.00	70.00	58.00	47.50	47.50	55.00
27	37.25	33.00	70.00	58.00	47.50	47.50	55.00
Apr. 3	36.15	33.00	70.00	58.00	47.50	47.50	55.00
10	36.15	33.00	70.00	58.00	47.50	47.50	55.00
17	36.15	33.00	70.00	58.00	47.50	47.50	55.00
24	36.15	33.00	70.00	58.00	47.50	47.50	55.00
May 1	36.15	33.00	70.00	58.00	47.50	47.50	55.00
8	36.15	33.00	70.00	58.00	47.50	47.50	55.00
15	36.15	33.00	70.00	58.00	47.50	47.50	55.00
22	36.15	33.00	70.00	58.00	47.50	47.50	55.00
29	36.15	33.00	70.00	58.00	47.50	47.50	55.00
June 5	36.15	33.00	70.00	58.00	47.50	47.50	55.00
12	36.30	33.00	70.00	58.00	47.50	47.50	55.00
19	36.30	33.00	70.00	58.00	47.50	47.50	55.00
26	36.60	33.00	70.00	58.00	47.50	47.50	55.00
July 3	36.60	33.00	70.00	58.00	47.50	47.50	55.00
10	36.60	33.00	70.00	58.00	47.50	47.50	55.00
17	36.60	33.00	70.00	58.00	47.50	47.50	55.00
24	36.60	33.00	70.00	58.00	47.50	47.50	55.00
31	36.60	33.00	70.00	58.00	47.50	47.50	55.00
Aug. 7	36.60	33.00	70.00	58.00	47.50	47.50	55.00
14	36.60	33.00	70.00	58.00	47.50	47.50	55.00
21	36.60	33.00	70.00	58.00	47.50	47.50	55.00
28	36.60	33.00	70.00	58.00	47.50	47.50	55.00
Sept. 4	36.60	33.00	70.00	58.00	47.50	47.50	55.00
11	36.60	33.00	70.00	58.00	47.50	47.50	55.00
18	36.60	33.00	70.00	58.00	47.50	47.50	55.00
25	36.60	33.00	70.00	58.00	47.50	47.50	55.00
Oct. 2	36.60	34.00	70.00	58.00	47.50	47.50	55.00
9	36.60	34.00	70.00	58.00	47.50	47.50	55.00
16	36.60	34.00	70.00	58.00	47.50	47.50	55.00
23	36.60	34.00	70.00	58.00	47.50	47.50	55.00
30	36.60	34.00	70.00	58.00	47.50	47.50	55.00
Nov. 6	36.60	34.00	70.00	58.00	47.50	47.50	55.00
13	36.60	34.00	70.00	58.00	47.50	47.50	55.00
20	36.60	34.00	70.00	58.00	47.50	47.50	55.00
27	36.60	34.00	70.00	58.00	47.50	47.50	55.00
Dec. 4	36.60	34.00	70.00	58.00	47.50	47.50	55.00
11	36.60	34.00	70.00	58.00	47.50	47.50	55.00
18	36.60	34.00	70.00	54.00	43.50	43.50	55.00
25	36.60	34.00	70.00	54.00	43.80	43.50	55.00

[1] Prices are from the Iron Age.
[2] Standard sections.
[3] No quotations.
[4] After and including this date figures represent "fixed" prices.

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Wholesale prices of leading articles, January, 1917, to December, 1918—Continued.

Saturday.	PETROLEUM [1] (NEW YORK).			AUTO FUEL [1] (NEW YORK).		LEATHER [2] (NEW YORK).		
	Crude Pennsylvania (per barrel, 42 gallons). [3]	Refined. [4]		Auto naphtha in wood. [5]	Motor gasoline in steel barrels to consumers.	Middle weights.		
		In barrels.	In cases.			Oak, scoured, No. 1.	Union.	Hemlock, nonacid.
		Per gallon.		Per gallon.		Per pound.		
1917.	*Cents.*	*Cents.*	*Cents.*	*Cents.*	*Cents.*	*Cents.*	*Cents.*	*Cents.*
Jan. 6	295	8.65	11.75	24	31	87–88	85	57
Feb. 3	305	9.15	12.25	25	32	87–88	85	57–58
Mar. 3	305	9.75	12.25	26	32	87–88	85	57–58
Apr. 7	305	10.25	12.75	26	32	87–88	85	57–58
May 5	310	10.25	12.75	26	32	85–88	82–85	57
June 2	310	10.25	12.75	26	32	86–88	80	55
July 7	310	10.25	12.75	26	28	86–88	78–80	52–54
Aug. 4	310	10.35	14.25	26	28	86–88	78–80	50
Sept. 1	350	10.35	14.75	26	28	86–88	75–78	48–50
Oct. 6	350	10.35	15.50	26	28	84–85	72–75	48
Nov. 3	350	11.15	15.50	26	28	84–86	72–75	50
Dec. 1	350	12.15	16.50	26	28	80–84	70–72	50
1918.								
Jan. 5	375	12.50	16.50	26	28	82–85	70–72	48–50
12	375	12.50	16.50	26	28	82–85	70–75	48–50
19	375	12.50	16.50	26	28	82–85	70–75	48–50
26	375	12.50	16.75	26	28	80–85	67–72	45–50
Feb. 2	375	12.50	16.75	26	28	80–85	62–72	40–50
9	400	12.50	16.75	26	28	80–85	62–72	40–50
16	400	12.50	16.75	26	28	80–85	62–72	40–45
23	400	12.50	16.75	26	28	80–85	62–72	40–45
Mar. 2	400	12.70	16.75	26	28	80–85	62–72	40–45
9	400	12.70	16.75	26	28	80–84	62–72	38–45
16	400	12.70	16.75	26	28	80–84	62–72	38–45
23	400	12.70	16.75	26	28	80–84	62–72	38–45
30	400	12.70	16.75	26	28	78–82	62–72	38–45
Apr. 6	400	12.90	16.75	26	28	78–80	62–72	38–45
13	400	12.90	16.75	26	[6] 37	[7] 76–80	62–72	[7] 38–45
20	400	13.30	16.75	26	37	76–84	60–72	38–45
27	400	13.30	16.75	26	37	76–84	60–72	38–45
May 4	400	13.30	16.75	26	37	76–84	65–72	48–50
11	400	13.30	16.75	26	37	78–84	67–72	48–50
18	400	13.30	17.00	26	37	78–84	67–72	48–50
25	400	13.30	17.00	26	37	78–84	67–74	48–50
June 1	400	15.05	18.75	26	37	78–84	68–74	48–50
8	400	15.05	18.75	26	37	78–84	68–74	48–50
15	400	15.05	18.75	26	37	78–84	68–74	48–50
22	400	15.04	18.75	26	37	80–84	70–74	48–50
29	400	15.04	18.75	26	37	80–84	70–76	48–50
July 6	400	15.04	18.75	26	37	80–84	70–76	48–50
13	400	15.04	18.75	26	37	80–84	70–76	48–50
20	400	15.04	18.75	26	37	80–84	70–76	48–50
27	400	15.50	18.75	26½	37½	80–84	70–76	48–50
Aug. 3	400	15.50	18.75	26½	37½	80–84	70–76	48–50
10	400	15.50	18.75	26½	37½	80–84	70–76	48–50
17	400	15.50	18.75	26½	37½	77	73	48–50
24	400	15.50	18.75	26½	37½	77	73	48–50
31	400	15.50	18.75	26½	37½	77	73	48–50
Sept. 7	400	15.50	18.75	26½	37½	77	73	48–50
14	400	15.50	18.75	26½	37½	77	73	48–50
21	400	15.50	18.75	26½	37½	77	73	48–50
28	400	15.50	19.25	26½	37½	77	73	48–50
Oct. 5	400	15.50	19.25	26½	37½	77	73	48–50
12	400	15.50	19.25	26½	37½	77	73	48–50
19	400	15.50	19.25	26½	37½	77	73	48–50
26	400	15.50	19.25	26½	37½	77	73	48–50
Nov. 2	400	17.25	19.25	26½	37½	77	73	48–50
9	400	17.25	19.25	26½	37½	77	73	48–50
16	400	17.25	19.25	26½	37½	77	73	48–50
23	400	17.25	19.25	26½	37½	77	73	48–50
30	400	17.25	19.25	26½	37½	77	73	48–50
Dec. 7	400	17.25	19.25	26½	37½	77	73	48–50
14	400	17.25	19.25	26½	37½	[8] 77–80	[8] 70–73	48–50
21	400	17.25	19.25	26½	37½	77–80	70–73	48–50
28	400	17.25	19.25	26½	37½	77–80	70–73	48–50

[1] From the New York Journal of Commerce and Commercial Bulletin.
[2] Prices furnished by the Shoe and Leather Reporter, Boston.
[3] At the wells.
[4] Standard white, export prices.
[5] Prices to Sept. 8, 1917, represent gasoline of 68–70 degrees in wood, and, subsequently, gasoline of 68–72 degrees in wood.
[6] On and after Apr. 13 the figures are for gasoline of 70–72 degrees in wood.
[7] From Apr. 13 to end of year the figures for "oak scoured" represent oak and union backs; from Apr. 13 to Dec. 13 they represent Government "maximum prices." Prices of "hemlock" for the latter period were fixed by the Government, but not at "maximum levels."
[8] Prices removed Dec. 8.

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Wholesale prices of leading articles, January, 1917, to December, 1918—Continued.

Saturday.	TOP PRICE PER 100 POUNDS FOR CATTLE ON THE HOOF FOR EACH WEEK[1] (CHICAGO).			HIDES[1] (CHICAGO).					
				No. 1 packers' native steers.	No. 1 packers' Texas steers.		No. 1 packers' Colorado steers.	No. 1 packers' heavy butt-branded steers.	No. 1 packers' heavy native cows.
	Native steers.	Texas steers.	Cows.		Heavy.	Light.			
1917.	*Dollars.*	*Dollars.*	*Dollars.*	*Cents.*	*Cents.*	*Cents.*	*Cents.*	*Cents.*	*Cents.*
Jan. 6	11.70	10.60	9.75	33½	32½	32	31½	32½	32½
Feb. 3	12.10	11.15	10.25	32	31½	31	30½	31½	31
Mar. 3	12.15	11.50	10.75	30½	30½	30	30	30½	30
Apr. 7	13.15	12.35	11.75	30½	30	30	29	29	30
May 5	13.40	12.40	11.25	32	32	31	30	30½	31
June 2	13.70	13.00	12.10	32½	32	30½	31	31½	32
July 7	13.90	13.25	12.75	33	32½	31½	31½	32	33
Aug. 4	14.00	12.75	12.00	34	32½	31½	31½	32	33½
Sept. 1	16.50	14.00	13.50	33	29½	27	28	28	32½
Oct. 6	17.65	14.00	12.00	34	29	27	27½	28½	32
Nov. 3	17.50	13.50	11.85	35	30½	28½	29½	30½	33
Dec. 1	15.00	12.75	11.85	35	31	28½	29	30½	32½
1918.									
Jan. 5	13.50	12.50	12.00	34	29	23	25	28	32
12	14.00	12.50	12.00	32	28	22	24	26	28
19	13.85	12.75	12.15	30	28	23	25	26	28
26	14.00	12.85	12.15	30	26½	23	25	26	28
Feb. 2	14.30	13.25	12.25	30	26½	23	25	26	28
9	14.15	13.00	12.00	30	26½	22	25	26	28
16	13.80	12.90	12.00	26	25	21	22	23	27
23	14.15	13.25	12.10	26	24	22	22	23	28
Mar. 2	14.50	13.50	12.15	26	24	22	22	23	28
9	14.30	13.40	12.25	26	23	20	21	22	28
16	14.75	13.75	12.50	26	23	22	21	22	22
23	14.55	13.65	12.50	26½	23	22	21	22	22
30	14.65	13.75	12.50	25	23	22	21	22	22
Apr. 6	15.50	14.50	13.50	28	25	24	23	24	24
13	16.40	15.25	14.25	27½	27	25	25	25½	25
20	17.25	16.00	15.40	29	29	25	28	28	26
27	17.50	16.00	15.50	29	29	26½	28	28	27
May 4	17.60	16.15	15.75	29	29	26½	26	26½	24
11	17.60	16.00	15.50	33	31	30	30	31	30
18	17.75	16.25	15.50	33	31	30	30	31	30
25	17.75	16.25	15.75	33	31	30	30	31	30
June 1	17.75	16.35	16.00	33	31	30	30	31	30
8	17.75	16.60	16.00	33	31	30	30	31	30
15	18.00	16.75	16.00	33	31	30	30	31	30
22	18.00	16.60	15.75	33	31	30	30	31	30
29	18.00	16.50	15.50	33	31	30	30	31	30
July 6	18.00	16.40	15.00	33	31	30	30	31	30
13	18.10	16.70	15.00	33	31	30	30	31	30
20	18.30	17.00	15.00	33	31	30	30	31	30
27	18.45	17.25	15.00	30	28	27	27	28	28
Aug. 3	18.75	17.40	15.00	30	28	27	27	28	28
10	18.80	17.25	14.50	30	28	27	27	28	28
17	18.85	17.90	14.25	30	28	27	27	28	28
24	18.85	17.60	15.00	30	28	27	28	28	28
31	18.90	17.75	15.25	30	28	24	27	28	28
Sept. 7	19.10	18.00	15.00	30	28	27	27	28	28
14	19.25	18.25	15.50	30	28	27	27	28	28
21	19.50	18.40	17.50	30	28	27	27	28	28
28	19.60	18.25	15.00	30	28	27	27	28	28
Oct. 5	19.60	18.00	16.00	30	28	27	26	27	28
12	19.60	17.75	15.00	30	28	27	27	28	28
19	19.40	17.75	14.25	30	28	27	27	28	28
26	19.60	18.00	14.75	30	28	27	27	28	28
Nov. 2	19.70	18.00	14.75	29	29	26	26	27	27
9	19.70	18.25	14.25	29	27	26	26	27	27
16	19.70	18.50	15.00	29	27	26	26	27	27
23	19.75	18.75	15.00	29	27	26	26	27	27
30	19.75	18.50	14.50	29	27	26	26	27	27
Dec. 7	20.25	18.75	15.00	29	27	26	26	27	27
14	20.50	18.85	18.00	29	27	26	25	26	27
21	19.50	18.75	15.00	29	27	26	26	27	27
28	19.25	18.75	15.25	29	27	26	26	27	27

[1] Furnished by the Shoe and Leather Reporter, Boston.

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Wholesale prices of leading articles, January, 1917, to December, 1918—Continued.

Saturday.	HIDES [1] (CHICAGO)—continued.								
	No. 1 packers' light native cows.	No. 1 packers' branded cows.	Packers' native bulls.	No. 1 country buffs.	No. 1 extreme light hides.	No. 1 country native steers.	No. 1 country heavy cows.	No. 1 city calfskins.	No. 1 kips.
1917.	*Cents.*	*Cents.*	*Cents.*	*Cents.*	*Cents.*	*Cents.*	*Cents.*	*Cents.*	*Cents.*
Jan. 6	31¾	31½	25	24	27	25	24	45	34
Feb. 3	31	31	25	23½	26½	24½	23	38	32
Mar. 3	30	30	24	22½	26	24	22	41	32
Apr. 7	30	29	25	23	26	25	23½	40	32
May 5	31	31	25	23	26	25	23	41½	32
June 2	32	29½	25	22½	24	25	22½	38	32
July 7	33	30	26	26	28	28	26	45	34
Aug. 4	32	27½	27	26½	28	28	26½	42½	34
Sept. 1	27½	23½	26	24½	25½	26½	24½	35	32
Oct. 6	27	23¼	24	23½	24	27	23½	37½	32
Nov. 3	28½	23½	26	25	25	27	25	42½	34
Dec. 1	28	23	25¼	22	22	27	22	36	30
1918.									
Jan. 5	25	18	20	20	20	23	20	35	29
12	21½	18	20	17	17	22	17	36	29
19	21½	18	20	18	18	22	18	36	27½
26	21½	18	19⅝	19	19	25	19	36	26
Feb. 2	21½	18	19	18	18	25	18	36	25
9	21	18	19	17	17½	22	17	34	25
16	20	17½	19	17½	17½	22	17½	34	24
23	19	15½	18	16½	16½	18	16½	35	22
Mar. 2	18	16	18	15	15	18	15	35	22
9	16	15	18	13	15	17	13	32	20
16	16	16	18	15	14	17	15	33	21
23	16¼	16	18	15	14	20	15	35	21½
30	16	15½	18	15	15	20	15	35	20
Apr. 6	18	18	18	13	15	20	13	36	21½
13	19	18	18	15	17	22	15	37	25
20	20	19	19	17	18	22	17	45	30
27	21	19	20	18	19	22	18	50	29
May 4	21	18⅝	20	18	19	21	18	44	27½
11	26	25	20	19	20	20	19	44	27½
18	26	25	20	19	21	21	19	44	27½
25	26	25	23	19	21	21	19	44	27
June 1	26	25	23	19	21	21	19	44	27
8	26	25	23	18¾	21	21	18¾	44	27
15	26	25	23	19	21	21	19	44	27
22	26	25	23	19	21	21	19	44	27
29	26	25	23	19	21	21	19	44	27
July 6	26	25	23	19	21	21	19	44	27
13	26	25	23	19	21	21	19	44	27
20	26	25	23	19	21	21	19	44	27
27	24	23	21½	19	22	22½	19	44	27
Aug. 3	24	23	21½	20	22	22½	19½	44	27
10	24	23	21½	20	22	23	20	44	27
17	24	23	21½	20½	22	22	21	44	27
24	24	23	21½	21	22	23	20	44	27¼
31	24	23	21½	20¼	22	23	20	44	27½
Sept. 7	24	23	21½	20½	22	23	21	44	25½
14	24	23	21½	20½	22	23	21	44	25½
21	24	23	21½	21	22	23	21	44	25½
28	24	23	21½	20¼	21¼	23	21	44	25¼
Oct. 5	24	23	21½	20¼	21¼	23	21	44	27
12	24	23	21½	20¼	21¼	23	21	44	27
19	24	23	21½	20¼	21¼	23	21	44	27
26	24	23	21½	20¼	21¼	24	22¼	44	27
Nov. 2	23	22	20½	20¼	21¼	23¼	22¼	44	27
9	23	22	20½	22	21	24	23	40	26
16	23	22	20½	22	21	24	23	40	26
23	23	22	20½	21	22	24	23	40	26
30	23	22	20½	19½	20½	22½	21½	40	26
Dec. 7	23	22	20½	19½	20½	22½	21½	40	26
14	23	22	20½	19½	20½	22½	21½	40	26
21	23	22	20½	19½	20½	22½	21½	40	26
28	23	22	20½	19½	20½	22½	21½	40	26

[1] Furnished by the Shoe and Leather Reporter, Boston.

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Wholesale prices of leading articles, January, 1917, to December, 1918—Continued.

Monday	TEA [1] (NEW YORK).			RICE [2] (NEW YORK).			MANILA, SISAL HEMP, JUTE, AND JUTE BUTTS [3] (NEW YORK).			
	Choice Japan.	Good medium Japan.	Good to superior Formosa Oolong.	Fancy head.	Japan.	Siam (in bond).	Manila.	Sisal hemp.[4]	Jute.[4]	Jute butts.[4]
	Per pound.									
1917.	*Cents.*	*Cents.*	*Cents.*	*Cents.*	*Cents.*	*Cents.*	*Cents.*	*Cents.*	*Cents.*	*Cents.*
Jan. 1	22½–23½	19 –19½	18 –18½	5¼– 5½	4½	4	(5)	14½	8¾ –9¾	(5)
Feb. 5	22½–23½	19 –19½	19½–20	5½– 5½	4½	4	16	16½	8¾ –9¾	(5)
Mar. 5	22½–23½	19 –19½	19½–20	5¾– 5½	4¼– 4½	4.35	16 –24	16½	9–10	3¼–4
Apr. 2	22½–23¼	19½–20	21 –21½	5½– 5½	4½– 4¾	[6] 4½	16½–24½	16½	9–10	3½–4
May 7	25 –26	22 –23	23 –24	8½– 8¾	8	(5)	20¼	16¼	9–10	4 –5
June 4	25 –26	22 –23	23 –24	8¾– 9	8	(5)	20½–30	16½	10½–11½	6 –7
July 2	26 –27	22 –23	23 –24	8½– 8¾	7½–7¾	(5)	23 –32½	18½	10½–11½	6 –7
Aug. 6	28 –29	25 –26	26 –27	8 – 8¼	6¼–7	6¾	21 –32½	18¾	11¼–12½	6½–7½
Sept. 3	28 –29	25 –26	26½–27½	7¾– 7¾	7 –7½	6¾	20½–30½	19¼	11¼–12½	6½–7½
Oct. 1	28½–29½	26 –27	26½–27½	8¼	7¾	6¾	20 –29½	19¼	11¼–12½	6½–7½
Nov. 5	28½–29½	26 –27	26½–27½	8¾– 9	8 –8½	6¾	21 –29½	19¼	11¼–12½	6½–7½
Dec. 3	28½–29½	26 –27	28 –28½	8¾– 9	8 –8½	8¾	21 –29½	19¼	11½–12½	6½–7½
1918.										
Jan. 7	28 –29	26 –27	28½–29	8¾– 9	8 –8½	8¾	28 –32	19½	13½	(5)
14	28 –29	26 –27	28½–29	8¾– 9	8 –8½	8¾	28 –32	19¼	12½	(5)
21	28 –29	26 –27	28½–29	8¾– 9	8 –8½	(5)	28 –32	19¼	12½	(5)
28	28 –29	26 –27	28½–29	8¾– 9	8 –8½	(5)	28 –32	19¼	12½	(5)
Feb. 4	28 –29	26 –27	28½–29	8¾– 9	8 –8½	7¼	28 –32	19¼	12½	(5)
11	28 –29	26 –27	28½–29	8¾– 9	8¼–8½	7½	28 –32	19¼	12½	(5)
18	28 –29	26 –27	28½–29	8¾– 9	8¼–8½	7½	28 –32	19¼	12½	(5)
25	28 –29	26 –27	28½–29	9¼– 9½	8⅝–8⅝	(5)	28 –32	19¼	12½	(5)
Mar. 4	28 –29	26 –27	28½–29	9¼– 9½	8⅝–8⅝	(5)	26 –30	19¼	12½	(5)
11	28 –29	26 –27	29 –29½	9¼– 9½	8⅝–8⅝	(5)	26 –30	19¼	11¾	(5)
18	28 –29	26 –27	29 –29½	9¼– 9½	8⅝–8⅝	(5)	26 –30	19¼	11¾	(5)
25	28 –29	26 –27	29 –29½	9½– 9½	8⅝–8⅝	(5)	26 –30	19¼	11¾	(5)
Apr. 1	28 –29	26 –27	29 –29½	9½– 9⅞	8⅝–8⅝	(5)	26 –30	19¼	11¾	(5)
8	28 –29	26 –27	29 –29½	9½	8⅝–8½	(5)	26 –30	19¼	11¾	(5)
15	28 –29	26 –27	29½–30	9½	8⅝–8½	(5)	26 –30	19¼	11¾	(5)
22	28 –29	26 –27	29½–30	9½– 9¾	8⅝–8½	(5)	26 –30	19¼	11¾	(5)
29	28 –29	26 –27	29½–30	9¾–10	8½–8¾	(5)	26 –30	19¼	11¾	(5)
May 6	28 –29	26 –27	29½–30	9¾–10	8½–8¾	(5)	26 –30	19¼	12½	(5)
13	28 –29	26 –27	29½–30	9¾–10	8½–8¾	(5)	26 –30	19¼	12½	(5)
20	29 –29½	27 –27½	29½–30	9¾–10	8½–8¾	(5)	26 –30	19¼	12½	(5)
27	29 –29½	27 –27½	29½–30	9¾–10	8½–8¾	(5)	26 –30	19¼	12½	(5)
June 3	29 –29½	27 –27½	29½–30	9¾–10	8½–8¾	(5)	26 –30	19¼	12½	(5)
10	30 –31	28 –29	29½–30	9¾–10	8½–8¾	(5)	26 –30	19¼	12½	(5)
17	31½–32	29½–30	30 –30½	10 –10½	9 –9½	(5)	26 –30	19¼	12½	(5)
24	31½–32	29½–30	30 –30½	10 –10¼	9 –9½	(5)	26 –30	16½	12½	(5)
July 1	32 –33	29½–30	30 –30½	10 –10¼	9¼–9¾	(5)	26 –30	16¼	13	(5)
8	32 –33	29½–30	30 –30½	10 –10¼	9¼–9¾	(5)	26 –30	16¼	13	(5)
15	33 –34	30 –31	30 –30½	10 –10¼	9¼–9¾	(5)	26 –30	16¼	12½	(5)
22	34 –35	31 –32	30½–31	10 –10¼	9¼–9¾	(5)	26 –30	16¼	12½	(5)
29	34 –35	31 –32	30½–31	10 –10¼	9¼–9¾	(5)	26 –30	16–16¼	12½	(5)
Aug. 5	34 –35	31 –32	31 –32	10 –10¼	9¼–9¾	(5)	[7] 27¼	16¼ 12 –16		(5)
12	35 –36	31 –32	31 –32	10 –10¼	9¼–9¾	(5)	[7] 27¼	16¼ 12 –16		(5)
19	35 –36	31 –32	31½–32½	10 –10¼	9¼–9¾	(5)	23– 27	16¼	14	(5)
26	36 –37	33 –34	32 –33	10 –10¼	9¼ 9¾	(5)	23– 27	16¼	14	(5)
Sept. 2	36 –37	33 –34	32 –33	10 –10¼	9¼–9¾	(5)	23– 27	16¼	14	(5)
9	36 –37	33 –34	32 –32	10 –10¼	9¼–9¾	(5)	23– 27	16¼	15	(5)
16	36 –37	33 –34	32 –33	10 –10¼	9¼–9¾	(5)	23– 27	16¼	15	(5)
23	36 –37	33 –34	32 –33	10 –10¼	9¼–9¾	(5)	23– 27	16¼	15½	(5)
30	37 –38	33 –34	33 –34	10 –10¼	9¼ 9¾	(5)	23– 27	16¼	15½	(5)
Oct. 7	37 –38	33 –34	33 –34	10 –10¼	9¼–9¾	(5)	22– 26	16¼	15	(5)
14	37 –38	33 –34	33 –34	10 –10¼	9¼ 9¾	(5)	22– 26	16¼	15	(5)
21	37 –38	33 –34	33 –34	10 –10¼	9¾–9¾	(5)	22– 26	16¼	15	(5)
28	37 –38	33 –34	33 –34	10¼–10¾	9 –9½	(5)	22– 26	16¼	15	(5)
Nov. 4	37 –38	33 –34	33 –34	10¼–10¾	9 –9½	9¾	22– 26	16¼	15	(5)
11	37 –38	33 –34	32 –33	10¼–10¾	9 –9½	9¾	22– 26	16¼	15	(5)
18	37 –38	33 –34	32 –33	10¼–10¾	9 –9½	9¾	16– 21	16¼	12½	7
25	37 –38	32 –33	31 –32	10¼–10¾	9 –9½	9¾	16– 21	16¼	12½	7
Dec. 2	36 –37	31 –32	30 –31	10¼–10¾	9 –9½	9¾	16– 21	16¼	12½	7
9	36 –37	31 –32	30 –31	10¼–10¾	9 –9½	9¾	14– 20	16¼	11½	5 –7½
16	36 –37	31 –32	30 –31	10¼–10¾	9 –9½	9¾	14– 20	16¼	11½	5 –7½
23	36 –37	31 –32	29 –30	10¼–10¾	9 –9½	9¾	14– 20	16¼	11	5 –7½
30	36 –37	31 –32	29 –30	10¼–10¾	9 –9¾	9¾	14 –20	16¼	11	5 –7½

[1] Prices furnished by Jardine, Matheson & Co. (Ltd.)
[2] Prices from the New York Journal of Commerce and Commercial Bulletin. After and including Nov. 4, 1918, the prices represent Siam rice, duty paid.
[3] Prices furnished by F. S. Smith & Son.
[4] Prices are to a great extent "nominal."
[5] No quotations.
[6] After this date prices are nominal.
[7] Nominal.

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Wholesale prices of leading articles, January, 1917, to December, 1918—Continued.

Friday.	WOOL[1] (BOSTON).								MOHAIR[1]
	Unwashed.				Scoured basis.				Choice
	Washed Ohio, XX.	Michigan, fine.	Ohio, fine.	Kentucky and Indiana ¼ blood.	Territorial fine medium.[2]		B super-pulled.	Australian 64's combing.	Combing.
					Staple.	Clothing.			
	Per pound.								
1917.	*Cents.*	*Cents.*	*Cents.*	*Cents.*	*Cents.*	*Cents.*	*Cents.*	*Cents.*	*Cents.*
Jan. 5	46	38	40	50	110	87	80	107	55
Feb. 2	50	40	42	52	110	95	80	125	60
Mar. 2	53	42	44	58	115	105	95	150	62
Apr. 6	53	44	46	59	125	110	103	155	62
May 4	56	46	49	61	130	115	130	160	62
June 1	60	50	55	66	145	125	135	170	62
July 6	67	57	58	76	150	145	140	180	62
Aug. 3	68	56	57	75	150	150	140	170	62
Sept. 7	75	62	64	77	175	160	143	180	62
Oct. 5	75	62	66	77	175	160	145	180	62
Nov. 2	76	62	66	77	175	160	150	180	62
Dec. 7	76	62	67	77	180	160	150	180	55
1918.									
Jan. 4	76	64	67	77	185	160	150	180	55
11	76	64	67	77	180	160	150	195	58
18	76	64	67	77	180	160	150	195	55
25	76	64	67	77	175	160	150	185	55
Feb. 1	76	64	67	77	175	160	150	185	55
8	76	64	67	77	175	160	150	185	55
15	76	64	67	77	175	160	150	185	55
[3] 22	76	64	67	77	175	160	150	185	55
Mar. 1	76	64	67	77	175	160	150	185	55
8	76	64	67	77	175	160	145	185	55
15	76	64	67	77	175	160	145	185	55
22	76	64	67	77	175	160	150	185	55
29	76	64	67	77	175	160	150	185	55
Apr. 5	76	64	67	77	178	160	155	185	55
12	76	64	67	78	178	160	155	200	55
19	76	64	67	78	178	160	155	200	55
26	76	64	67	78	178	160	155	200	55
May 3	77	64	67	78	168	160	150	185	55
10	77	63	64	76	168	160	150	185	55
17	77	63	64	76	168	160	150	172	58
24	77	63	64	76	168	160	150	172	58
31	77	63	64	76	168	160	150	172	58
June 7	77	61	62	76	168	160	150	172	58
14	77	61	62	76	168	160	150	172	58
21	77	61	62	76	168	160	150	172	58
28	77	61	62	76	168	160	150	172	58
July 5	77	61	62	76	168	160	150	172	58
12	77	61	62	76	168	160	150	172	58
19	77	61	62	76	168	160	150	172	60
26	77	61	62	76	168	160	150	172	65
Aug. 2	77	61	62	76	168	160	150	172	68
9	77	61	62	76	168	160	150	172	72
16	77	61	62	76	168	160	150	172	72
23	77	61	62	76	168	160	150	172	75
30	77	61	62	76	168	160	150	175	75
Sept. 6	77	61	62	76	168	160	150	175	75
13	77	61	62	76	168	160	150	172	75
20	77	61	62	76	168	160	150	172	75
27	77	61	62	76	168	160	150	172	75
Oct. 4	77	61	62	76	168	160	150	172	75
11	77	61	62	76	168	160	150	172	75
18	77	61	62	76	168	160	150	172	75
25	77	61	62	76	168	160	150	172	80
Nov. 1	77	61	62	76	168	160	150	172	85
8	77	61	62	76	168	160	150	172	85
15	77	61	62	76	168	160	150	172	85
22	77	61	62	76	168	160	150	172	85
29	77	61	62	76	168	160	150	172	85
Dec. 6	77	61	62	76	168	160	150	172	85
13	77	61	62	76	168	160	150	172	85
20	77	61	62	76	168	160	150	172	85
27	69	55	57	80	160	143	128	172	85

[1] Prices furnished by The Commercial Bulletin, Boston, Mass.
[2] Territorial wools embrace the Dakotas, Idaho, Arizona, Nevada, Washington, Kansas, and Nebraska.
[3] Prices for Feb. 21.

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esale prices of leading articles, January, 1917, to December, 1918—Conti

	RAW SILK [1] (NEW YORK).				COTTON, MIDD	
			China.			
	Italians, classical.	Japan filature. No. 1 Sinshiu.	China, steam filature, first class, first and second choice.	Canton. Extra extra A filature.	New Orleans.	N
	Per pound.					
	Dollars.	*Dollars.*	*Dollars.*	*Dollars.*	*Cents.*	
	6. 20–6. 30	5. 30 –5. 35	5. 80–5. 85	4. 45 –4. 50	17. 13	
	6. 30–6. 40	5. 30 –5. 35	5. 85–5. 90	4. 45 –4. 50	17. 19	
	6. 20–6. 30	5. 10 –5. 15	5. 85–5. 90	4. 25 –4. 30	16. 75	
	[3]	4. 80 –4. 85	5. 65–5. 70	4. 10 –4. 15	[4]	
	.....	5. 00 –5. 05	5. 75–5. 80	4. 25 –4. 30	19. 50	
	.....	5. 45 –5. 50	6. 10–6. 15	4. 45 –4. 50	21. 44	
	.....	5. 90 –5. 95	6. 65–6. 70	5. 05 –5. 10	24. 63	
	.....	7. 20 –7. 25	7. 50–7. 55	5. 70 –5. 75	25. 00	
	.....	6. 40 –6. 50	7. 65–7. 75	6. 05 –6. 10	21. 00	
	.....	5. 95 –6. 00	7. 10–7. 15	5. 80 –5. 85	24. 13	
	.....	5. 50 –5. 55	6. 65–6. 75	5. 40 –5. 45	27. 75	
	.....	5. 35 –5. 40	6. 65–6. 75	5. 30 –5. 35	29. 13	
	.....	5. 42½–5. 47½	6. 65–6. 75	5. 30 –5. 35	30. 63	
	.....	5. 50 –5. 55	6. 65–6. 75	5. 30 –5. 35	31. 75	
	.....	5. 45 –5. 50	6. 65–6. 70	5. 30 –5. 35	31. 00	
	[5]	5. 45 –5. 50	6. 65–6. 70	5. 35 –5. 40	30. 87	
	.....	5. 40 –5. 45	6. 65–6. 70	5. 35 –5. 40	30. 50	
	.....	5. 40 –5. 45	6. 65–6. 70	5. 35 –5. 40	30. 63	
	.....	5. 40 –5. 45	6. 65–6. 70	5. 35 –5. 40	30. 38	
	.....	5. 40 –5. 45	6. 65–6. 70	5. 35 –5. 40	[4]	
	.....	5. 35 –5. 40	6. 70–6. 75	5. 35 –5. 40	32. 00	
	.....	5. 50 –5. 55	6. 85–6. 90	5. 40 –5. 45	32. 50	
	.....	5. 50 –5. 55	6. 85–6. 90	5. 40 –5. 45	32. 50	
	.....	5. 60 –5. 65	6. 85–6. 90	5. 40 –5. 45	33. 13	
	.....	6. 10 –6. 15	7. 00–7. 05	5. 60 –5. 65	[4]	
	.....	6. 00 –6. 06	7. 00–7. 05	5. 60 –5. 65	34. 50	
	.....	5. 90 –5. 95	7. 10–7. 15	5. 55 –5. 60	34. 00	
	.....	6. 10 –6. 15	7. 20–7. 25	5. 65 –5. 70	33. 00	
	.....	6. 35 –6. 40	7. 20–7. 25	5. 65 –5. 70	30. 50	
	.....	6. 65 –6. 70	7. 35–7. 40	5. 65 –5. 70	28. 50	
	.....	6. 70 –6. 75	7. 35–7. 40	5. 55 –5. 60	29. 00	
	.....	6. 60 –6. 65	7. 25–7. 30	5. 45 –5. 50	29. 25	
	.....	6. 15 –6. 20	7. 30–7. 35	5. 45 –5. 50	28. 75	
	.....	6. 70 –6. 75	7. 60–7. 65	[7] 5. 25 –5. 30	30. 00	
	.....	6. 50 –6. 55	7. 55–7. 60	5. 30 –5. 35	30. 38	
	.....	6. 70 –6. 75	7. 60–7. 65	5. 30 –5. 35	31. 00	
	.....	6. 70 –6. 75	7. 60–7. 65	5. 30 –5. 35	31. 00	
	.....	6. 80 –6. 85	7. 60–7. 65	5. 30 –5. 35	31. 00	
	.....	6. 75 –6. 80	7. 60–7. 65	5. 35 –5. 40	30. 00	
	.....	6. 70 –6. 75	7. 55–7. 60	5. 35 –5. 40	30. 25	
	.....	6. 75 –6. 80	7. 55–7. 60	5. 40 –5. 45	29. 75	
	.....	6. 85 –6. 90	7. 55–7. 60	5. 35 –5. 40	28. 00	
	.....	6. 80 –6. 85	7. 55–7. 60	5. 35 –5. 40	27. 75	
	.....	6. 70 –6. 75	7. 55–7. 60	5. 35 –5. 40	28. 75	
	.....	6. 85 –6. 90	7. 55–7. 60	5. 35 –5. 40	29. 50	
	.....	6. 75 –6. 80	7. 55–7. 60	5. 42½–5. 47½	31. 50	
	.....	6. 75 –6. 80	7. 75–7. 80	5. 60 –5. 65	33. 25	
	.....	6. 75 –6. 80	7. 75–7. 80	5. 65 –5. 70	33. 75	
	.....	6. 65 –6. 70	7. 75–7. 80	5. 65 –5. 70	33. 50	
	.....	6. 75 –6. 80	7. 75–7. 80	5. 70 –5. 75	32. 75	
	.....	6. 75 –6. 80	7. 75–7. 80	5. 80 –5. 85	32. 50	
	.....	6. 70 –6. 75	7. 75–7. 80	5. 75 –5. 80	33. 13	
	.....	6. 85 –6. 90	7. 70–7. 75	5. 75 –5. 80	30. 75	
	.....	6. 80 –6. 85	7. 70–7. 75	5. 70 –5. 75	31. 00	
	.....	6. 90 –6. 95	7. 70–7. 75	5. 70 –5. 75	29. 75	
	.....	6. 80 –6. 85	7. 70–7. 75	5. 70 –5. 75	[4]	
	.....	6. 90 –6. 95	7. 70–7. 75	5. 70 –5. 75	30. 38	
	.....	7. 10 –7. 15	7. 75–7. 80	5. 60 –5. 65	29. 38	
	.....	7. 10 –7. 15	7. 70–7. 75	5. 60 –5. 65	29. 75	
	.....	6. 95 –7. 00	7. 60–7. 65	5. 60 –5. 65	29. 25	
	.....	6. 70 –6. 75	7. 65–7. 70	5. 60 –5. 65	28. 63	
	.....	6. 60 –6. 65	7. 50–7. 55	5. 65 –5. 70	28. 50	
	.....	6. 70 –6. 75	7. 50–7. 55	5. 65 –5. 70	29. 88	
	.....	6. 70 –6. 75	7. 45–7. 50	5. 65 –5. 70	31. 00	

[1] Average prices furnished by M. B. Smith, statistician, of the Silk Association of America.
[2] Prices at New Orleans from the Commercial and Financial Chronicle, New York; those for
urnished by the New York Cotton Exchange.
[3] Any prices available after and including this date are nominal.
[4] Holiday.
[5] Cost of imported silk would be $8.50 to $9.
[6] Prices are for Feb. 23.
[7] After and including this date prices represent "new crop."

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Wholesale prices of leading articles, January, 1917, to December, 1918—Continued.

Friday.	COTTONSEED OIL [1] (NEW YORK).	METALS [2] (NEW YORK).			
	(Spot) Prime summer yellow, New York.	Copper, "Standard."	Tin, Straits.	Lead.	Spelter (zinc).
	Per pound.				
1917.	*Cents.*	*Cents.*	*Cents.*	*Cents.*	*Cents.*
Jan. 5	12.20	[3]	42.50	7.45	9.62½
Feb. 2	12.30	[3]	51.00	8.50	9.75
Mar. 2	13.10	[3]	54.50	10.50	10.75
Apr. 6	[3]	[3]	54.75	9.75	10.75
May 4	16.00	[3]	58.75	10.50	9.50
June 1	16.30	[3]	62.87½	11.75	9.62½
July 6	15.50	[3]	63.37½	11.25	9.25
Aug. 3	14.25	[3]	63.75	10.87½	8.75
Sept. 7	15.90	[3]	61.75	9.97½	8.20
Oct. 5	17.50	[3]	60.62½	8.12½	8.25
Nov. 2	[3]	23.50	66.00	6.25	7.87½
Dec. 7	[3]	23.50	85.00	6.37½	8.00
1918.					
Jan. 4	[3]	23.50	[3]	6.87½	7.87½
11	19.70	23.50	[3]	6.87½	8.12½
18	20.25	23.50	[3]	7.25	8.00
25	20.30	23.50	[3]	7.30	8.12½
Feb. 1	20.25	23.50	[3]	7.00	8.10
8	20.00	23.50	[3]	7.00	8.07½
15	20.40	23.50	[3]	7.12½	8.07½
[4] 22	[3]	23.50	[3]	7.20	8.05
Mar. 1	19.60	23.50	[3]	7.62½	8.00
8	19.80	23.50	[3]	7.47½	8.15
15	20.00	23.50	[3]	7.50	8.15
22	19.75	23.50	[3]	7.37½	8.12½
29	19.75	23.50	[3]	7.37½	8.12½
Apr. 5	[3]	23.50	[3]	7.07½	7.75
12	[3]	23.50	[3]	7.17½	7.90
19	[3]	23.50	[3]	7.22½	7.25
26	[3]	23.50	[3]	7.17½	7.25
May 3	[3]	23.50	[3]	7.05	7.25
10	[3]	23.50	[3]	7.10	7.50
17	[3]	23.50	[3]	7.10	7.50
24	[3]	23.50	[3]	7.20	7.37½
31	[3]	23.50	[3]	7.15	7.40
June 7	[3]	23.50	[3]	7.50	7.62½
14	[3]	23.50	[3]	7.70	7.90
21	20.50	23.50	[3]	7.82½	8.25
28	[3]	23.50	[3]	7.90	8.62½
July 5	[3]	26.00	[3]	8.05	8.77½
12	[3]	26.00	[3]	8.05	8.80
19	[3]	26.00	[3]	8.05	8.72½
26	[3]	26.00	[3]	8.05	8.60
Aug. 2	[3]	26.00	[3]	8.05	8.50
9	[3]	26.00	[3]	8.05	8.70
16	[3]	26.00	[3]	8.05	8.75
23	[3]	26.00	[3]	8.05	9.50
30	[3]	26.00	[3]	8.05	9.50
Sept. 6	[3]	26.00	[3]	8.05	9.50
13	[3]	26.00	[3]	8.05	9.70
20	[3]	26.00	[3]	8.05	9.70
27	[3]	26.00	[3]	7.05	9.60
Oct. 4	[3]	26.00	[3]	8.05	9.25
11	[3]	26.00	[3]	8.05	9.10
18	[3]	26.00	[3]	8.05	9.25
25	[3]	26.00	[3]	8.05	9.25
Nov. 1	[3]	26.00	[3]	8.05	9.10
8	[3]	26.00	[3]	8.05	8.90
15	[3]	26.00	[3]	8.05	8.55
22	[3]	26.00	[3]	8.05	8.60
29	[3]	26.00	[3]	8.05	8.70
Dec. 6	[3]	26.00	[3]	7.05	8.60
13	[3]	26.00	[3]	7.05	8.60
20	[3]	26.00	[3]	7.05	8.00
27	[3]	23.00	[3]	6.00	8.30

[1] Prices from the New York Journal of Commerce and Commercial Bulletin; largely nominal.
[2] Average prices furnished by C. Mayer, secretary of the New York Metal Exchange.
[3] No quotations.
[4] Prices for Feb. 21.

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Wholesale prices of leading articles, January, 1917, to December, 1918—Continued.

Thursday.	BREADSTUFFS[1] (NEW YORK). Wheat, No. 2, red, winter. Per bushel. Lowest.	Highest.	Corn, No. 3, yellow.[2] Per bushel. Lowest.	Highest.	Oats, No. 3, white elevator. Per bushel. Lowest.	Highest.	SUGAR[2] (NEW YORK). Muscovados, 89° polarization.[4] Per pound.	Centrifugals, 96° polarization. Per pound.	Standard granulated. Per pound.
1917.	*Cents.*	*Cents.*	*Cents.*	*Cents.*	*Cents.*	*Cents.*	*Cents.*	*Cents.*	*Cents.*
Jan. 4	185	190	112	114	64½	65	(4)	5.39	6.615
Feb. 1	171	180	[5] 111½	[5] 113¼	65	66	(4)	4.89	6.615
Mar. 1	201	202¾	121	122	77	77	(4)	5.39	6.86
Apr. 5	218¾	225	138	140	77½	77½	(4)	5.96	7.84
May 3	(3)	(3)	170½	173½	76	77	(4)	6.27	8.33
June 7	(3)	(3)	180	182	70¼	70¾	(4)	5.89	7.84
July 5	(3)	(3)	191	192	78	78½	(4)	[6] 6.52	7.35
Aug. 2	(3)	(3)	243	243	89½	90	(4)	7.02	7.967
Sept. 6	227	230	225	227	69	69½	(4)	7.02	8.232
Oct. 4	225	225	208	210	66½	67	(4)	6.90	8.183
Nov. 1	225	225	215	215	65½	66	(4)	6.90	8.183
Dec. 6	225	225	(3)	(3)	84	84½	(4)	6.72	8.183
1918.									
Jan. 3	225	225	(3)	(3)	93	93½	(4)	6.005	7.987
10	225	225	[5] 215	[5] 215	96	96	(4)	6.005	7.301
17	225	225	(3)	(3)	98½	99	(4)	6.005	7.301
24	225	225	(3)	(3)	101	101	(4)	6.005	7.301
31	225	225	(3)	(3)	102	102	(4)	6.005	7.301
Feb. 7	225	225	(3)	(3)	101	101	(4)	6.005	7.301
14	225	225	(3)	(3)	101	101	(4)	6.005	7.301
21	225	225	(3)	(3)	106	106	(4)	6.005	7.301
28	225	225	(3)	(3)	103	106	(4)	6.005	7.301
Mar. 7	225	225	(3)	(3)	107	107	(4)	6.005	7.301
14	225	225	(3)	(3)	107	107	(4)	6.005	7.301
21	225	225	(3)	(3)	106½	106½	(4)	6.005	7.301
28	225	226	(3)	(3)	107	107	(4)	6.005	7.301
Apr. 4	225	225	(3)	(3)	104½	104½	(4)	6.005	7.301
11	225	225	(3)	(3)	103½	103½	(4)	6.005	7.301
18	225	225	(3)	(3)	98	98	(4)	6.005	7.301
25	225	225	(3)	(3)	96½	96½	(4)	6.005	7.301
May 2	225	225	170	170	89	89½	(4)	6.005	7.301
9	225	225	155	155	84	84	(4)	6.005	7.301
16	225	225	162½	162½	83½	83½	(4)	6.005	7.301
23	226	226	160	160	81	81½	(4)	6.005	7.301
[8] 30	225	225	(3)	(3)	80	80½	(4)	6.005	7.301
June 6	225	225	150	150	81	81	(4)	6.005	7.301
13	225	225	160	162	85	85½	(4)	6.005	7.301
20	225	225	165	165	86	86½	(4)	6.005	7.301
27	225	225	170	170	88	88½	(4)	6.055	7.35
July 4	236½	236½	175	175	89	89	(4)	6.055	7.35
[7] 11	238	240	187	188	89	89	(4)	6.055	7.35
18	235	235	187	188	88½	88½	(4)	6.055	7.35
25	236	236	185	187	85	85½	(4)	6.055	7.35
Aug. 1	236½	236½	183	185	83½	84	(4)	6.055	7.35
8	236½	236½	185	188	82	82½	(4)	6.055	7.35
15	236½	236½	186	186	79	79½	(4)	6.055	7.35
22	.....	.....	.....	.....	80½	81	(4)	6.055	7.35
29	.....	.....	.....	.....	81	81½	(4)	6.055	7.35
Sept. 5	235	235	181	182	81	81	(4)	6.055	7.35
12	235	235	(3)	(3)	80½	80½	(4)	7.28	8.82
19	235	235	175	177	84	85	(4)	7.28	8.82
26	235	235	175	180	85	85½	(4)	7.28	8.82
Oct. 3	235	235	159	159	83	84	(4)	7.28	8.82
10	236	236	152	155	79	79	(4)	7.28	8.82
17	236	236	155¾	155¾	78	74	(4)	7.28	8.82
24	235	235	161¾	161¾	79	79	(4)	7.28	8.82
31	236	236	156	156	77	77½	(4)	7.28	8.82
Nov. 7	236	236	144	144	79	79½	(4)	7.28	8.82
14	236	236	147¾	147¾	79	79½	(4)	7.28	8.82
21	236	236	168¾	168¾	83½	83½	(4)	7.28	8.82
28	236	236	161¾	161¾	82½	83	(4)	7.28	8.82
Dec. 5	236	236	166¾	166¾	83	83	(4)	7.28	8.82
12	236	236	162¼	162¼	83	83½	(4)	7.28	8.82
19	236	236	163¼	163¼	80½	81	(4)	7.28	8.82
26	237	237	166¼	166¼	77	77½	(4)	7.28	8.82

[1] Prices furnished by Henry Heinzer, statistician of the New York Produce Exchange.
[2] Prices from Willett & Gray's Weekly Statistical Sugar Trade Journal.
[3] From Jan. 4 to Jan. 18, 1917, and after Sept. 13, 1917, the prices represent No. 2 yellow.
[4] Quotations discontinued; nominal price can be obtained by deducting 0.45 cent from the price of centrifugals for any given date.
[5] Nominal.
[6] Prices for May 29.
[7] Prices for July 3.

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Wholesale prices of leading articles, January, 1917, to December, 1918—Continued.

Thursday.	PROVISIONS[1] (NEW YORK).									
	Lard, prime, contract.		Oleo-stearin.		Tallow.		Pork, mess, new.		Beef, family.	
	Per pound.						Per barrel.			
	Lowest.	Highest.	Lowest.	Highest.	Lowest.	Highest.	Lowest.	Highest.	Lowest.	Highest.
1917.	*Cents.*	*Cents.*	*Cents.*	*Cents.*	*Cents.*	*Cents.*	*Dolls.*	*Dolls.*	*Dolls.*	*Dolls.*
Jan. 4	15.50	15.60	14½	14½	11½	11½	32.00	32.50	25.50	27.00
Feb. 1	15.90	16.00	13	13	10¾	10¾	33.00	33.50	25.50	27.00
Mar. 1	18.90	19.00	13¾	13¾	12½	12½	34.00	35.00	26.00	28.00
Apr. 5	21.35	21.45	16	16	13½	13½	36.50	37.00	27.00	29.00
May 3	22.85	22.95	20	20	16¾	16¾	41.00	41.50	32.00	32.00
June 7	21.45	21.55	20	21	18½	18½	41.50	41.50	31.00	32.00
July 5	20.40	20.50	18	18	17¼	17¼	42.00	42.50	32.00	33.00
Aug. 2	21.30	21.40	16	16	15	15	42.50	43.00	31.00	32.00
Sept. 6	23.80	23.90	19	19	16½	16½	46.00	46.50	31.00	31.50
Oct. 4	24.50	24.60	22	22	16	16	48.50	49.00	33.00	34.00
Nov. 1	25.90	26.00	22	23	16	16	47.50	48.00	33.00	35.00
Dec. 6	26.00	26.10	20½	20½	18	18	52.50	53.00	34.00	36.00
1918.										
Jan. 3	24.20	24.30	18	18	17¾	17¾	50.00	51.00	34.00	36.00
10	24.90	25.00	18¼	18¼	17½	17½	50.00	51.00	34.00	36.00
17	25.45	25.55	18½	18½	17½	17½	50.00	50.50	34.00	36.00
24	25.25	25.35	18½	18½	17¼	17½	50.00	50.50	34.00	36.00
31	25.90	26.00	18½	18½	17½	17½	50.50	51.00	34.00	36.00
Feb. 7	26.10	26.20	19¼	19¼	17¼	17¼	51.00	51.00	34.00	36.00
14	25.95	26.05	20	20	17¼	17½	50.00	51.00	34.00	36.00
21	27.10	27.20	20¾	20¾	17¼	17¼	52.00	52.00	34.00	36.00
28	26.80	26.90	20½	20¾	17	17	52.00	52.00	31.00	32.00
Mar. 7	26.85	26.95	20¾	20¾	17	17	52.50	53.00	34.00	36.00
14	26.40	26.50	20¾	20¾	17	17	53.00	53.50	34.00	36.00
21	26.75	26.85	20¼	20¼	17¼	17¼	53.00	53.50	34.00	36.00
28	26.65	26.75	20	20	17½	17½	52.50	53.00	34.00	36.00
Apr. 4	26.20	26.30	20	20	17½	17½	53.00	53.00	34.00	36.00
11	26.30	26.40	19½	19½	17¾	17¾	53.00	54.00	34.00	36.00
18	25.60	25.70	19½	19½	17	17	52.00	53.00	35.00	37.00
25	25.20	25.30	18½	18½	17¼	17¼	53.00	53.50	35.00	37.00
May 2	25.35	25.45	18¼	18¼	17¾	17¾	53.00	.....	35.00	37.00
9	25.90	26.00	18½	18½	17¾	17¾	53.50	54.00	35.00	37.00
16	24.80	24.90	18¼	18¼	16½	16½	52.50	53.00	35.00	37.00
23	24.60	24.70	18¼	18¼	17	17	51.00	51.50	35.00	37.00
[2]30	24.10	24.20	18½	18½	17	17	49.00	50.00	35.00	37.00
June 6	24.00	24.10	18½	18¼	17	17	46.00	48.00	36.00	38.00
13	24.10	24.20	18¼	18¼	17	17	47.00	48.00	36.00	38.00
20	24.40	24.50	18½	18½	17	17	48.00	.....	36.00	38.00
27	25.10	25.20	19	19	17½	17½	47.00	48.00	38.00	39.00
July [3]4	25.85	25.95	19	19	17½	17½	47.50	48.00	38.00	39.00
11	26.05	26.15	19¼	19¼	17¾	17¾	47.50	48.00	38.00	39.00
18	.....	.....	19½	.....	17	.....	47.50	48.00	38.00	39.00
25	26.50	26.60	20¼	20¼	18	18	49.00	50.00	38.00	39.00
Aug. 1	26.70	26.80	21	21	18	18	49.50	50.00	38.00	39.00
8	26.75	26.85	21	21	18¼	18¼	49.50	50.00	38.00	39.00
15	26.75	26.80	21	21	17½	17½	49.50	50.00	38.00	39.00
22	26.90	27.00	21	21½	18½	18½	49.00	50.00	38.00	39.00
29	26.90	27.00	20½	20½	18½	18½	49.00	49.50	38.00	39.00
Sept. 5	27.00	27.10	20½	20½	18½	18½	49.00	49.50	38.00	39.00
12	27.35	27.45	21¼	21¼	18¾	18¾	47.00	47.50	38.00	39.00
19	27.20	27.30	21¾	21¾	18¾	18¾	46.00	46.50	39.00	40.00
26	26.80	26.90	22½	22½	18¾	18¾	46.00	46.50	39.00	40.00
Oct. 3	26.50	26.60	24	24	19¼	19¼	44.50	45.00	39.00	40.00
10	25.90	26.00	24	24	19¾	19¾	41.50	42.50	39.00	40.00
17	25.75	25.85	24	24	19¾	19¾	40.00	41.00	39.00	40.00
24	25.20	25.30	24½	24½	20¼	20¼	40.00	41.00	39.00	40.00
31	26.95	27.05	24½	24½	20¼	20¼	40.00	41.00	39.00	40.00
Nov. 7	26.90	27.00	24½	24½	20¼	20¼	40.00	41.00	39.00	40.00
14	27.05	27.15	24½	24½	20¼	20¼	41.50	42.00	39.00	40.00
21	27.25	27.35	24	24	20	20	45.00	46.00	40.00	41.00
27, 28	26.80	26.90	24	24	15¾	16½	45.00	46.00	40.00	41.00
Dec. 5	26.60	26.70	23	23	16	16	49.00	50.00	40.00	42.00
12	26.40	26.50	23	23	16	16	49.50	50.00	35.00	36.00
19	24.30	24.40	22	22	14½	14½	50.00	51.00	35.00	36.00
26	24.10	24.20	19	20	14½	14½	50.00	51.00	35.00	36.00

[1] Prices furnished by Henry Heinzer, statistician of the New York Produce Exchange.
[2] Prices for May 29.
[3] Prices for July 3.

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LETTER OF SUBMITTAL.

DEPARTMENT OF COMMERCE,
BUREAU OF FOREIGN AND DOMESTIC COMMERCE,
Washington, April 2, 1919.

SIR: This volume is the first of an educational series, the joint product of the Federal Board for Vocational Education and the Bureau of Foreign and Domestic Commerce. The work is similar to, but more thorough and voluminous than our Miscellaneous Series No. 35, "Export Trade Suggestions," published in 1916. It contains, however, other material than that from governmental sources; in particular, citations from published proceedings of the conventions of the National Foreign Trade Council.

The object of the publication is to make available to exporters and students of exporting problems the opinions and experiences of many men who have been successful in overseas commerce. It is a source of reliable information for exporters, as are all of our publications, but has been arranged with a view to its use in vocational education for foreign trade. This Bureau has long recognized the need for more thorough instruction in exporting methods, principles, and routine, in particular for those persons who are actually engaged in some phase of overseas commerce and are desirous of increasing their knowledge. The Bureau is therefore pleased to cooperate with the Federal Board for Vocational Education in planning and establishing foreign-trade study and in supplying some of the literature which is required to make the study more thorough than in the past. The volume is intended to aid all who desire to inform themselves concerning sales channels and methods, either as independent readers or as members of a study group.

Very respectfully,

B. S. CUTLER,
Director.

To Hon. WILLIAM C. REDFIELD,
Secretary of Commerce.

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FOREWORD.

The study of foreign trade may be followed by individuals on their own initiative or by study groups or by classes in various types of schools—evening, part time, regularly established high schools and colleges, technical schools, correspondence schools, private business colleges, etc.

The object remains the same, to acquire accurate information concerning practice and principles, fact and theory of some part of the important vocation of foreign commerce. The inefficient years in a man's life in which he gains common sense and experience may be greatly shortened by learning the experience of others. This is only possible on a large scale if such experience is gathered and printed in a book in an orderly and logical manner. When the Federal Board for Vocational Education began planning courses of study and reading for individuals and classes the amount of printed experience of a detailed and practical sort, applicable to the daily problems of American export trade, was found to be limited.

Upon analysis there are three great groups of study or parts of the field of exporting knowledge: (*a*) Methods, (*b*) markets, (*c*) foreign languages. This volume is intended to supply natural and detailed experience of successful American exporters in choosing efficient sales channels. The choice is influenced by the nature of the product, the nature of the market, and the nature of the business house concerned. The choice of methods (*a*) is influenced largely by (*b*) the nature of the markets. As market study is of such enormous proportions, embracing the whole world, a full study of (*b*) is beyond the power of any single individual. Therefore, in the analysis of sales methods in this volume, the market studies included are taken as illustrative only, and the volume is intended to show by illustration what factors must be considered when the export manager is confronted with the problem of developing a sales organization for any particular market. For this reason the volume is educational rather than a mere collection of facts in a handbook.

Closely allied with sales methods in general as treated here are correspondence, advertising, and credits. These questions deserve closer study than can be given here and every effort is being made by the Bureau of Foreign and Domestic Commerce and the Federal Board for Vocational Education to encourage associations and individuals to supply volumes of crystallized experience in these factors. The object is to make available to the independent reader or the study groups a comprehensive series of orderly studies.

This publication is planned for use as a textbook in one of the unit courses outlined in Bulletin No. 24 of the Federal Board for Vocational Education.

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SELLING IN FOREIGN MARKETS.

CHAPTER I.

SURVEY OF EXPORT SALES PROBLEMS.

INTRODUCTION.

Foreign trade and domestic trade have always existed side by side, for no community advanced beyond the primitive stage is wholly self-sufficient. Foreign trade has seemed more hazardous because it was "foreign," strange, unknown, and therefore adventurous. Foreign trade has always been a relative term; in the Middle Ages the merchants of one English city were "foreigners" in another. To-day the American manufacturer sells in Canada with the same confidence as in the United States. Although technically it is a "foreign" market, to the world trader no market is "foreign"; it is merely a market, with whose trade and technical requirements he is as familiar as with any part of the domestic market.

The trade with the "foreign" market has always belonged, first, to the well-informed, and, second, to the adventurous trader. Modern transportation and communication systems have done much to bring markets together and to eliminate trading difficulties, and the volume of trade has developed to a point where it supports specialists who are experienced in handling the technical procedure of foreign trade.

The commercial, the financial, and shipping organizations have been developed to such an extent that the manufacturer may profit from a satisfactory volume of export trade without having to develop his own export organization. This is evidenced by the selections in this chapter, which give a survey of the export sales problems, including sources of information on markets, the various trade channels employed in exporting, and the problems of financing and forwarding. Following this general survey are suggestions as to the formulation of definite export policies, especially as these relate to a manufacturer who wishes to develop his own organization.

The selection "Suggested methods for beginners" answers in a very concrete and practical way the questions of the beginner as to methods of solving export problems.

Direct selling by the manufacturer and the coordination and integration of all the machinery necessary for carrying out all the steps in production, merchandising, financing, and shipping are typically American methods. Examples are cited in the excerpt "Successful American methods." The methods of our competitors are cited in the fifth excerpt.

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SOURCES OF INFORMATION, TRADE CHANNELS, FINANCING, AND SHIPPING.[1]

PROBLEMS OF THE SMALLER MANUFACTURER.

The rôle played by the smaller manufacturer and merchant in the general scheme of our international commerce is every year becoming of increasing and more striking importance. It was to be expected that we should always be able to do a large export business as producers of raw products, in which we possess a natural advantage over the rest of the world, and in manufactured goods in whose final value the cost of the raw product is the greatest element. But, as American industries and commerce have developed, we have gradually caught up with and finally outrun our home demand, so that we are being forced to enter the foreign field also as makers of sundry articles in the sale of which we are obliged to compete in the open market with the older manufacturing countries of Europe, relying upon our perfected machinery, highly efficient labor, and more scientific methods of production to offset the cheaper cost of labor abroad.

How successful we have been is clearly shown in the changing character of our export business and in the increasing percentage of small manufactured articles in the grand total. The booklet published by the Department of Commerce under the title of "American Manufactures in Foreign Markets" demonstrates very strikingly that during the years 1908 to 1912 the percentage of increase of manufactured goods exported was twice as great as the percentage of increase of nonmanufactured articles. The detailed figures are given for all lines of merchandise exported to all the principal countries of the world and are available for the use of those who may desire to study them.

It is, therefore, particularly fitting that a foreign trade council should consider what are the chief problems of the smaller manufacturer and merchant in the development of foreign trade.

FOREIGN TRADE PROBLEMS.

The fundamental problems of the small man are essentially the same as those of the larger merchant, although the solution of them may be quite different. They may be studied under three general heads:

First. How is he to ascertain whether the goods which he manufactures are suitable for the consumption of any particular market, and that the price which he will obtain for them in that market will allow him a reasonable percentage of profit?

Second. Having decided that there is a demand for his goods, how is he to bring them to the attention of the foreign buyer and obtain orders for them?

Third. How is he to finance the resultant transactions?

This last problem also carries with it the subsidiary problems of how he can obtain the essential information as to the standing and

[1] W. C. Downs, formerly United States commercial attaché at Melbourne, Australia, in Pre- -cond National Foreign Trade Convention.

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responsibility of the foreign buyers, and how the routine work of handling the actual shipments shall be taken care of, so that all shipping, insurance, and customhouse requirements, which vary in different countries, shall be properly complied with. I call these subsidiary problems, as they may or may not have to be considered by the smaller manufacturer or merchant, depending on how he decides to finance his business.

It is proposed, then, to consider these questions in the above order, as unless a manufacturer can convince himself that his goods are suitable for foreign consumption and can compete in price, he need not trouble himself as to how he shall present them before the foreign buyer. And, again, if he can not obtain orders for his product, it is of no interest to him how export business is financed. The progressive study of these questions may save some manufacturers from disappointment, loss of time, and loss of money, and on the other hand may induce many smaller manufacturers to enter foreign trade who have never contemplated it before.

INFORMATION SERVICE.

There is at the present time no possible excuse for an American manufacturer, no matter how small, not being able to ascertain whether his goods are suitable for any particular foreign market.

First and foremost he has at his disposal the vast amount of information that the United States Government has been collecting and compiling for many years in regard to foreign trade and the services of the organization which it has perfected for the collection, compilation, and dissemination of further information that shall in every way be reliable and up to date. Its field staff consists of the consuls, special commercial agents, and commercial attachés, who harmoniously cooperating and supplementing each the work of the others cover together every detail of the foreign commercial situation that may affect the export trade of the United States. The work of the consul is more or less familiar to all of you. Aside from the routine duties incumbent upon his office he compiles statistics of actual trade and reports on some special matters of commercial interest. His scope is more or less local. The commercial agent is an expert investigator of some particular form of industry, while the commercial attaché is a trade promoter, acting under direct orders from the Secretary of Commerce and having the advantage of the wider field of operations of the entire country to which he is assigned. The general results of the work and investigations of all these men are available to the American merchant and manufacturer through the Bureau of Foreign and Domestic Commerce of the Department of Commerce.

PROMOTION ORGANIZATIONS AND TRADE JOURNALS.

A second source of information is that of the various organizations for the promotion of foreign trade, composed largely of merchants already engaged in such trade, who are always ready to give new members the benefit of their knowledge acquired through experience and who can furnish very often valuable information in regard to the possible demand for articles, even if they are not in

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their own particular line. Many of the members of these associations, or their representatives, have traveled extensively, and are able to furnish advice based upon personal observation.

Export trade journals should also be included in a catalogue of the available sources of information regarding foreign demand. While their principal function is that of bringing American goods to the attention of the foreign buyer through their advertising columns, it also follows as a corollary that they must be in a position to prove to a manufacturer that there is a potential demand for his product in order to induce him to undertake an advertising campaign. Consequently most of these journals maintain an experienced and efficient special staff who study trade requirements abroad and are ready to pass on the results of their studies to interested parties. They are also in receipt of many specific inquiries from foreign merchants into whose hands their publications may come which may furnish valuable hints of new lines of business.

RAILROADS AND BANKS.

A fourth arm of service has recently entered the field to assist the merchant in his campaign to develop export trade, namely, the railroads. Some of our most extensive transportation systems have organized departments for the promotion of foreign trade, sending competent men abroad to investigate the possibilities for the sale of the products of the section of country served by their system, going to heavy expense to place the results of these investigations before their shippers.

A fifth form of assistance is also now being provided by such of our national banks as have established branches in foreign countries under the new banking law. Recognizing that their success as banking institutions in the fields which they have entered must depend on the volume of business, they have attached to their home office and to their foreign branches trade experts whose duties are to call the attention of their clients to trade requirements and advise how they may be satisfied.

BRANCH OFFICES AND AGENCIES.

A sixth valuable assistant to the smaller manufacturer or merchant who contemplates export trade, which should not be overlooked, is the large manufacturer or corporation with branch offices or agencies abroad. Although these larger organizations are, as a rule, handling some specific product or lines of manufactured goods, there are numerous allied or subsidiary industries with which from the very nature of things they will be brought in intimate contact. Application is constantly being made to their branch offices or agents by local merchants for information as to the best sources of supply for numerous classes of manufactured goods, and such information is cheerfully given. Such requests should in some way be transmitted to the American manufacturers who make the goods for which a demand has been shown. It is logical to suppose, for example, that the foreign agents of a corporation who are selling steel rails and structural iron and steel will be consulted as to small railroad ap-

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pliances and builders' hardware, and can make very valuable recommendations to the prospective buyer, and at the same time direct the attention of the manufacturer to the existing demand. The same holds good in many other lines of industry. More systematic cooperation between the large manufacturer represented abroad and the smaller merchant without such representation would be productive of gratifying results.

EXPORT COMMISSION HOUSES.

I have purposely left to the last one of the most prolific sources of information to the manufacturer as to the suitability of his product for any particular foreign market, namely, the export commission houses. They have the advantage of long years of experience and an accumulated fund of knowledge of the markets in which they operate. In the principal cities of those markets they have competent agents or representatives whose duty it is to promote the sale of any and every class of American products and merchandise. Their home offices are, as a rule, in charge of men who have an intimate personal acquaintance with both ends of the line, and who, aside from familiarity with the technical details of the business, must know the tastes and requirements of their foreign clients, and the best sources of supply. The benefits of this experience are at the disposal of the manufacturer who wishes to conduct his business through this channel. It is hardly to be expected, however, that the export commission merchant will be very cordial and eager to impart information to a manufacturer who evidently intends later on to go over his head and transact a direct business. It is, therefore, a question of ethics whether a manufacturer should use the export commission merchant to help him to a solution of his first problem if he does not intend to call upon him for assistance in the handling of his second and third problems. This he must decide when he has studied them also and formulated his complete plan of campaign.

CHAMBERS OF COMMERCE.

By making use of the seven sources of information above enumerated and carefully comparing results, the smaller manufacturer or merchant can obtain a very definite idea as to whether his product can be successfully introduced into a foreign market, and all this at no risk or expense to himself. Should he reach the conclusion that he has a reasonable chance in a foreign field and desires to check up results from personal observation, he can avail himself of some of the commercial tours undertaken in the last few years by the chambers of commerce and other business organizations of our cities, principally to South American countries, and acquire some knowledge of local customs and requirements that will be of great service to him later on, at an expense of time and money not much more than he ordinarily devotes to his annual vacation. I mention these excursions in this place, as they do not permit of a long enough stop in any particular importing center to be very seriously regarded as part of a selling campaign.

The next problem is: How is the selling campaign to be conducted?

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CONDUCTING A SELLING CAMPAIGN.

It goes almost without saying that the most efficient method of bringing any article to the attention of a prospective client and inducing him to buy is by personal solicitation on the part of one who is competent to explain or demonstrate in a convincing way the peculiar merits of the articles. The application of this principle has been shown in the recent development of our export business and the tendency of the larger manufacturers and interests to take the entire conduct of it, as far as their own products are concerned, into their own hands, sending out their own traveling salesmen or establishing their own branches or selling agencies in the chief commercial centers of the world. This naturally involves a very large investment of capital that can be undertaken only if the article or articles are produced on a large scale and the bulk of foreign business secured is proportionately great. This method is, therefore, impossible except for the largest interests.

Everything, however, is comparative, and it is to be supposed that any manufacturer who cultivates export trade, although he may be classified as small, is still large enough to satisfy a certain amount of home demand for his goods and produce a surplus to fill foreign orders on a wholesale scale. Although he may not be able to establish his own branch houses or agencies devoted exclusively to the selling of his own products, as the possible turnover would not be in proportion to the initial expense, he may find that his goods are of a nature for which there will be a fairly constant demand once they are introduced, and that it is a profitable investment of capital to send out his own special salesmen from time to time, distributing the heavy expense over a term of years.

SELECTION OF SALESMEN.

Great care should be exercised in the selection of such salesmen, as the future business will depend to a great extent on the skill and thoroughness with which this introductory work is done. This is especially true when the field chosen is a country whose language and customs are entirely different from those of the United States. for such a salesman should not only have a thorough knowledge of the article which he is to introduce, but he should also be familiar with the language and customs and business methods of the country and should also be able to judge the character and responsibility of the people with whom he deals. It is false economy to select a man who does not possess these qualifications because one who may have a few of them can be obtained more cheaply.

It may not be out of place to say that the expenses of a traveler to distant countries, such as South America, South Africa, and Australia, can not average much less than $10 a day from the time he leaves home until his return, without taking into consideration his salary and travelers' taxes which he may have to pay in some places. With these heavy initial expenses it is better to pay a good salary to an efficient man than to employ a cheap one who may not make good.

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COOPERATIVE FOREIGN SELLING.

.er than entrust the future of his export business to an inferior ntative, it would be better for him to place himself in the cation of the next grade of manufacturers, who feel that, hey are not justified in assuming the heavy expense of an ex- traveler, could undertake a portion of it in cooperation with manufacturers. This method of introducing goods has been quite successfully by several groups of American manufac- . The manufacturers who compose such a group should be d in number, noncompeting, and yet producing kindred or lines of goods.

example, a single traveler could effectively represent a manu- rer of carpenters' tools, one of steel hinges, and one of common cutlery, etc., as in most countries he would have to approach one he same class of importing house to find his client; or it would ite fitting that manufacturers of newspaper, of printing inks, rinters' furniture, of type and of presses, should entrust their ests to one man. Numerous other groups could be formed along lar lines. The manufacturers themselves, however, should exer- strict supervision over the formation of these groups and not e their interests in the hands of some promoter whose desire is et together as many lines as possible simply to increase the total ontributions toward expenses without any regard as to whether y bear any relation to each other. Such combinations are very ly to meet with disaster, and in any case some of the contributors sure to be dissatisfied.

PERMANENT REPRESENTATIVES.

It is also to be recommended that these travelers be empowered to point in the principal trade centers permanent representatives o can follow up the introductory work, keep in touch with the al trade, and see that repeat orders are forthcoming. In almost large cities of the world such professional agents exist who would adly add to their list other lines that offered a reasonable chance of rning an additional commission.

In some instances excellent results have been shown by a group of anufacturers sending out to the chief commercial city of some oreign country a joint special representative, who takes up his resi- ence there and acts as their salesman in that country. Still another ethod of obtaining permanent local representation has of late been ried with some success; that is, chambers of commerce of different ities maintain an office and showrooms in charge of a competent nan who can give information in regard to the products of his home ity and promote the sale of its manufactures.

If the smaller manufacturer is unable or does not care to assume the expense of providing his own salesman in any of the above ways, he has at hand ready to serve him the highly trained and efficient organizations of the export commission houses, who already have their permanent agents and exhibition rooms abroad, who are constantly sending out experienced travelers to stimulate the zeal

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of these agents and develop new lines of business, and who are always on the alert to bring new classes of merchandise to the attention of their clients either by correspondence or otherwise.

COMMISSION MERCHANTS.

There is much need for closer cooperation between the manufacturers and the commission merchants, who always have been and still are the pioneers and who still handle a very considerable percentage of our export trade. They must be the main reliance especially of the smaller manufacturer in introducing his goods into a foreign market. They will gladly distribute his catalogues and samples, not indiscriminately, but among possible buyers, will write special letters in the language of the country for which they are intended, describing and recommending his goods, will give him the services of their local agents and of their travelers, but they expect in return that the manufacturer will play fair and protect them in the business that may result.

Let the manufacturer who does not wish to conduct and finance his own foreign selling campaign inform himself thoroughly as to which are the best equipped and best represented commission houses operating the territory which he wishes to enter and lay out with them a selling campaign that shall be mutually satisfactory. He must remember that the fixed expenses of such organizations are very heavy indeed, and that they depend on the commissions paid them by their clients on a large volume of business to cover these expenses, compensate the risk they run, and earn a reasonable profit on their big capital investment.

The manufacturer who wishes to sell his goods through the commission houses makes a serious mistake in forcing them to compete too strenuously against each other in the sale of small lines, as finally the selling commission is reduced to a point where it is of interest to no one actively to push the line. Hence the need of intelligent cooperation.

FINANCING AND SHIPPING.

I am not going to dilate upon the necessity of advertising in export trade journals and local publications and of the distribution of catalogues printed in the language of the client the manufacturer expects to reach, lest I might be accused of indulging in the verbosity of the obvious. This point has been covered many times and should require no further argument. The next important question is: How is the smaller manufacturer to finance his export business?

The consideration of this problem must be based to a great extent upon conditions in normal times, as with the upsetting of the credit and financial structure of the entire world incident to the European war, the method of financing foreign transactions at the present moment is largely a matter of expediency. It is to be hoped and should be expected that when a return to normal times comes, not only will the old methods be available, but in the meantime new ones may have been evolved which will benefit American commerce. At the present moment it may be necessary to demand and possibly

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.n cash in hand for some article urgently needed for export, linarily the percentage of business which can be done on rms is so small that it may be disregarded. In countries hav- ernational banking facilities, some business is done with sight on the foreign buyer, but more with draft at 30, 60 and 90 ight.

ıe case of a distant country even the most favorable of these ions means that the manufacturer will be without his money for t two months, unless he can find some one who will discount ls or take the transaction off his hands. In the countries where ational banking facilities do not exist and goods must be sold ıg time, either the manufacturer must wait for his money or ıst pass the business through an export commission merchant, a turn must wait, as no means of collection and discount exist.

SHIPMENT ECONOMIES.

the question immediately arises for the smaller manufacturer cide whether he can afford to do a direct business or whether ıall do it through the medium of the export commission houses. small manufacturer usually has all his available capital em- ed in his manufacturing processes, it would seem natural for him ırn to the commission houses, if his export business is with the anking countries. Moreover, his goods will probably be de- ered to the ultimate consumer at a lower cost through this channel ı if they were shipped direct. The orders from such countries usually for comparatively small quantities of any single article, the expenses of shipping an order by itself would be out of pro- tion to its value. To most countries of the world the actual ght on a ton of material would be no more than that on a hundred ınds if shipped by itself, and for many countries which require sular invoices the fees are so arranged that, while they may be y a fraction of 1 per cent of the value of a large shipment, they ır very heavily on small ones. The commission houses effect an nomy for their clients by assembling orders and shipping them at e time.

In the case of business to countries having international banking cilities, it is a question of policy and possibility. If the manufac- rer chooses to do a direct business his individual shipments must large enough to go by themselves with freight and other expenses ot out of proportion to their value, taking into consideration also ıat the foreign banks which collect his bills have certain minimum ıarges which make the cost of financing small bills much greater n a percentage basis than that of large bills. Moreover, he must ave a competent representative at the seaport from which the goods re shipped, who takes out the ocean bills of lading in the form re- uired, makes out the consular papers if needed, often in a foreign anguage, attends to the marine insurance, adds the charges for these ınd other expenses, such as interest and cost of collection, to the commercial invoice, which also may have to be in a foreign lan- guage, draws drafts for the corresponding amount and presents them to the bank for discount.

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The necessity shown for greater financial independenc
rope in our international banking and the opportunities
our new banking laws for our national banks to establi
abroad may eventually offer greater facilities to our s
chants to discount bills covering shipments abroad, uti
credit with their local banks as a basis for foreign transac

THE QUESTION OF POLICY.

Even if it is possible, however, for the smaller merchan
his business in such a way, there still remains the questio
If he does a direct business, the burden of selling, inves
credit responsibility of his clients, and the risk of the
are all his own, as he can not expect the assistance of the
house in any of these matters. If he chooses to do the busi
the export commission merchant, he is relieved of the fi
den in addition to receiving the benefit of the other ser
have already been indicated. The commission merchan
to the manufacturer, grants credit to the buyer, and
risk. As an incident to this he attends to all the details a
ties of shipping.

It would seem a practical necessity for the very sma
turer to work with and through the export commissio
It may be a matter of policy for the larger manufactur
In any case it would not prevent his handling his own s
paign. He could still send out his own special travelers
lish his local sales agents, and the business thus secure
executed through the regular correspondents or commis
of the buyer, upon the usual terms between the corresp
the buyer or upon terms especially arranged. Again it
of intelligent cooperation of all the interested parties, a
tion will solve most of the problems of the manufacture
chant.

FORMULATING AN EXPORT POLICY.[1]

THE DECISION TO GO INTO FOREIGN TRADE.

There is no more important decision which a manufac
cern can make than the decision as to whether or not the c
engage in foreign trade. It is a decision which far outr
portance the decision to acquire a rival plant or to build a
or to enlarge capitalization. It is far more important th
cision to take up the manufacture of a new line of good
a new product on the market. The decision as to whe
you, as a manufacturer, are going into the foreign ma
merely the decision as to whether or not you are going t
goods in foreign markets now and then. The selling of a
order in a foreign market is not exporting. It certainly
eign trade.

The decision to be made about export trade is the decisi
permanently or to stay out permanently. The decision

[1] ...tt, in "Export Trade Suggestions," Miscellaneous Series ...
...mestic Commerce.

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ch involves the setting aside of a large amount of capital for
ific purpose of developing a foreign business. It is a de-
which means the inauguration of a new department in your
s, a department of which not one man in a hundred or, per-
ore accurately, not one man in a thousand is qualified to
arge. It is a decision which comprehends a vast complexity
s, regulations, languages, rates, trade customs, and conditions
nt from those with which any part of your business has had
l heretofore.

manufacturer must determine, on the basis of careful study,
er he wants foreign sales, whether he needs increased output,
ether he can get along equally well without markets beyond
oundaries. But perhaps even more important than the details
must be considered and perhaps even more important than
oney which must be invested are the brains which must direct
oreign trade or the export department. A decision which in-
s so much, which means the investment of such a considerable
nt of money, must be made and only made by the highest direct-
ody in a business concern. It must be made with a full knowl-
that if the business is to be a success it is the most important
ion which the concern can make.

DECIDING ON AN EXECUTIVE POLICY.

decision having been reached to embark in export trade, the
t problem which comes up for decision is that which relates to
executive direction of the export portion of the business and to
selection of possible markets. The export business requires per-
s a greater amount of executive oversight than any other por-
n of your business. If you decide to embark in the export trade,
l if you decide to establish a department for handling the business,
t department should be put in charge of no less an officer than a
e president. If the size of your establishment does not warrant
e organization of a separate department for the export trade, the
port business should then have the personal attention of the execu-
ve head of your business.

The first of your executive problems will undoubtedly be the selec-
on of your export manager or the head of your export department.
n general you have two possible choices: A man from outside your
usiness who knows exporting, or a man from the inside who knows
our business. Fortunate you are if you have a man with a knowl-
dge of exporting in your organization, because the first lacks knowl-
dge of your business and the second lacks breadth of view.

The next problem that will come up for executive decision will be
he choice of territory. This is not a decision which can be made by
one who is either unfamiliar with conditions in the world's markets
or unfamiliar with your products. It is a decision for the executive
head of your business. A similar decision would have to be made if
you were to extend your business to the Pacific coast, or to New Eng-
land, or to Canada, which is often considered a part of our domestic
market. It is not to be expected that flannel underwear can be sold
in Egypt or that heating stoves will find a ready market in Java,
although manufacturers have tried both. The nature of your prod-
uct and the conditions in foreign markets are the two factors that

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determine the foreign markets on which you as manufacturers or exporters must decide. The selection of the market in which you expect to expend your very best efforts is of primary importance. If you can make that decision without personal investigation, well and good; if you can not, then go and see for yourself.

MEETING MARKET TASTES.

I can not refrain at this point from paying my respects to that catch phrase which has been hawked from one foreign-trade orator to another, that American manufacturers do not manufacture the kinds of goods which are wanted in foreign countries. As that statement is usually made it is open to serious misinterpretation, because it states a half-truth and not the whole truth. When goods are sold on a basis of taste the manufacturer must meet the tastes of the foreign buyers. Among such goods might be included certain classes of food and clothing. But when goods are sold on the basis of utility, taste does not play an important part. In this case the goods possessing the most utility, irrespective of the taste of the population, will be the goods which can eventually hold the market. Then, too, there are often some circumstances, aside from taste and relative utility, which determine what can be sold in a given place. When the physical conditions of a market require a certain type of article, of course that type of article must be supplied. But when our manufacturers come into competition with an inferior or antiquated article it is up to them to introduce the superior product by whatever means they may have at their disposal.

For example, you know as well as I do that plows vary not so much with the taste of the plowman as with the character of the soil in which the plow will be used and the species of animal that will draw the plow. Plows of different types are used in the different sections of the United States. Similarly, plows of different types are used in different foreign countries. The manufacturer, therefore, must find out the soil condition and must export to a certain market the type of plow which the soil conditions there require. On the other hand, it is absurd to urge that the American manufacturer of locks should attempt to imitate the ancient lock which is still in use in South America, with a key so long that it must be folded in the middle in order to be carried in the pocket. In that case our locks are superior, and it is the duty of our manufacturers to introduce their superior locks. It is not their duty to ape their competitors, and they will not permanently secure foreign markets by merely imitating an inferior and antiquated product.

It is a part of the executive policy, therefore, with reference to foreign trade, to decide these general and preliminary points before embarking on a serious campaign to get trade in any foreign markets.

DECIDING ON A SELLING POLICY.

The manufacturer who has decided to go into foreign trade has at his disposal three essentially different methods of doing business: First, selling direct; second, selling through a manufacturers' agent; third, selling through export commission houses. Under direct sell-

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include the direct exploitation of foreign markets through
en, branches, exclusive dealers, or through the mails.
me first suppose that you have decided to go into the business
; that you have decided to eliminate the export commission
and the manufacturers' agent. There are some problems in
onnection which I want to put up to you for decision. Have
ecided this after carefully investigating the other alternatives
re open to you, after carefully investigating the services which
n professional export agencies are prepared to render you, or
our prejudice against the middleman hastened you to a decision?
you decided to establish your own agencies, or to send salesmen,
do your business by mail? Have you decided where your
cies will be located? Have you decided how you are going to
the managers of these agencies? Do you think a native of the
try is to be preferred to an American? Have you decided as to
ype of man who is particularly fitted for an agency in a given
try? Have you decided to back up your agencies with a selling
e? Have you decided where and how you are to obtain your
smen? Have you located a supply of salesmen speaking the
guage of the countries to which they are going? With reference to
na, for example, have you considered the bearing of the com-
dor system on your sales methods? Have you decided to send
smen to China in the expectation that they will be able to do
iness with the retailer or even the large native jobber?
Have you considered the necessity of making a thorough study of
consular regulations of foreign countries? Have you considered
necessity of making a study of the tariffs of foreign countries?
ve you found a man who is familiar with foreign tariffs and con-
lar regulations, who reads the languages of these various countries,
d who can take the original documents with all their official, com-
icated, and technical terminology and translate them into under-
ndable and usable English? Have you decided to collect for your-
lf complete information with reference to shipping routes, rates,
id documents?

THE IMPORTANCE OF A SERVICE DEPARTMENT.

Have you decided to select a salesman with a knowledge of your
usiness, or have you decided to select salesmen with a knowledge of
he language of the countries to which they are going? Have you
worked out in your own plant or in your business a method of train-
ng salesmen?—because, I warn you, salesmen ready-made for foreign
rade are not easily to be found. Have you carefully considered
whether the line which you are manufacturing is a simple line that
can be readily handled by unskilled and perhaps untechnical sales-
men, or whether your line is one that requires skilled attention and
technical knowledge? And have you decided as to whether or not
you are going to supply any service? If your product is a mechanical
one, have you decided whether or not you are going to send out
mechanical experts and attach them to your agencies, or do you
expect to have them traveling in the countries where you are selling
your goods? Of course you realize that service is an important
feature in selling. Therefore, have you considered the necessity of

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having a complete service department in connection with each one of your foreign agencies? Have you studied the patent laws of the foreign countries where you expect to do business? Are you prepared to go to the trouble of registering your trade-marks in foreign countries, and are you fully aware of the many pitfalls in connection with the patent regulations and trade-mark laws in foreign countries?

I might go on with my questions, but I am sure that those of you who have decided to do your export business direct have already considered them, and that your export managers are already walking encyclopedias, fairly oozing with foreign-trade information.

DOING BUSINESS THROUGH COMMISSION HOUSES.

Let us now suppose that you have decided to do business through a commission house. My questions, however, may interest all those in the export business.

Have you chosen your commission house? Perhaps even more important, have you decided whether you are going to do business through one commission house or through several? Are you aware that many commission houses are excellent, many are good, and, as in any line of business, some are decidedly indifferent? Have you carefully considered the fact that some commission houses do a large business in one part of the world and do no business in other parts of the world? Have you made a careful study of the export houses with a view to determining which of them are best prepared to handle your particular goods in given foreign markets? Do you clearly understand the financial strength of the export houses? Do you realize that in many parts of the world the export houses financially back many of the most important enterprises, and that one export house may be backing a railroad development; that another may be backing some sugar plantations; and that even in the same market different export houses may absolutely hold in the hollow of their hands certain very large and important sections of the trade?

Having chosen your commission house or commission houses, are you going to let the export house go it alone, or are you going to support its efforts? Are you going to advertise in the market with the idea of supporting the sales which are to be made through the export houses? And—here is an important and vital question—do you think that you can get real sales service on a commission of 2½ per cent, or even on a commission of 5 per cent? Do you think that any organization can give you in any market real sales service for 2½ per cent or 5 per cent? What is your sales expense in the United States? Do you appreciate the fact that your sales expense in foreign markets is likely to be greater than at home? How, then, do you think that you can get the kind of service you want from the export house doing business on a 2½ per cent commission in a foreign market? You can scarcely compare the results obtained with those obtained from your own organization in the domestic market. If you think that the commissions are not adequate, are you prepared to give a larger commission to an export house for exploiting your goods? Or, still better, are you prepared to send a demonstrator or a salesman into a territory to support the activities of the export house? Finally, is it

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ıtention somewhere away in the back of your head or down in eart to let the professional export man build up the business u, to break the ground, to blaze the trail, and then do you , after a profitable business has been developed, to take the ss away from him? Do you realize that, with the exception of e, the major part of our export business is handled through sional export houses? Do you realize that up to the present nd perhaps for many years to come they will be one of the most tant factors, if not the most important factor, in the develop- of our foreign trade? These are problems that should have very serious attention.

DOING BUSINESS THROUGH A MANUFACTURERS' AGENT.

t us suppose, now, for a moment that you have decided to do ıess through a manufacturers' export agent handling your line ther with other lines. Many of the questions which I have asked with reference to the export commission house are equally ap- ıble to a business conducted through a manufacturers' agent, but e are one or two other questions which I would like to put to you consideration, with special reference to this method of doing an ort business. In the first place, would you be willing, if you were sidering the development of a business in California, to put the resentation of your goods in the hands of an agent who had taken r line, let us say machinery, and intended to handle it in conjunc- ı with office furniture, flour, chemicals, needles, and notions? Do ı think that you would be able to get the kind of sales service ich you require? Supposing that you were a manufacturer of ıss beds, would you be willing to put your agency for the Pacific ıst in the hands of a representative devoting himself exclusively furniture and handling other lines of household furniture, together th refrigerators, lamps, bedding, desks, bookcases, filing devices, ? In other words, would you be willing to place your interests the hands of a specialist? Or would you place them in the hands a general agent? Do you believe that any manufacturers' agent ill put as much time and as much energy into the development of a ne from which he can not get large returns as he will into a line om which he can obtain very large returns?

To a considerable extent the questions which I have raised with eference to backing up the commission house in its effort to develop foreign market apply with equal force to the decisions which you nust make in building up a foreign market through the manufac- urers' agent. You must decide for yourselves the percentage of ommission to be paid, and the amount of appropriation which you yourself think, after a careful study of the market, will give you a real selling service in that market and produce real results.

As a matter of fact, and of greatest importance in connection with your selling campaign, have you decided to do business in all parts of the world in exactly the same way and by exactly the same methods? Is it not possible that for the particular kind of goods which you are manufacturing the attention of a commission house may be required in one part of the world and direct selling in an- other, and perhaps in still a third you may find it worth while to

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work through a manufacturers' agent? And if you think that a combination of these methods would be most satisfactory, have you decided in what markets to make use of that method of selling?

ADVERTISING AND CIRCULARIZING—SPECIAL INDUCEMENTS.

In connection with your selling campaign in foreign markets, have you decided to advertise? Have you decided to use the many excellent export periodicals which are at your disposal? Have you decided to use the native papers printed in English or in the native language? Have you decided to set aside an advertising appropriation equal in size for the same volume of business as the advertising appropriation which you would set aside for use in the domestic market?

Is your advertising problem that of introducing your firm and its branded goods? Is it the problem of creating a trade demand for your goods? Is it the problem of creating a consumers' demand? Is it the problem of meeting already existing competition in an established market? Or, is it that most difficult problem of introducing an article for which no demand exists?

Have you decided to carry on a campaign of circularization? Is this campaign of circularization designed to solicit orders direct or is it designed to assist your salesmen or to assist your local agencies, or even to assist the retailer? Here, again, are you prepared with the proper translating service to write circulars and letters which will be in the language of the country, in the idiomatic language of the country, and not in a "pidgin" language which will expose you to the ridicule of your would-be customers?

What inducements are you prepared to hold out to an exclusive local agent? What would you think of this proposition, which a prominent exporter considers a fair one: "(1) Exclusive rights for 10 years; (2) services of a salesman for six months during the first year only; (3) $5,000 for publicity during the first year; (4) correspondence by the company with 10,000 prospects; (5) ten demonstrating outfits free; (6) entertainment of 20 biggest users of the product during the first year. The agent must guarantee a certain minimum amount of sales."

Now these are only a few points which you as a manufacturer should consider before embarking on a foreign selling campaign, and they and many others are points which you should decide before you send a salesman into the field or establish a single exclusive agency, and before you make any proposition to any professional export concern.

DECIDING ON A HOME EXPORT POLICY.

I wonder if most of the manufacturers who intend to embark in the export trade realize that a definite policy must be adopted at home as well as in the foreign field. As a matter of fact, some of the most important decisions which the manufacturer can make with reference to foreign trade are to be made at home with reference to his home organization, with reference to his methods in the United States, with reference to production in his plant, and with reference

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ers which are seemingly not directly in the foreign depart-

you, as a manufacturer, going to manufacture for export, or
a going to export what you have manufactured? The differ-
etween these apparently similar statements is the difference
n success and failure. I have already referred to the plow
acturer, and I would like for a moment to carry that illustra-
little further. I know of one plow manufacturer who sent a
o Argentina. It was his business to get the facts about condi-
here. He actually worked in the fields. He found out exactly
nd of plow that was suited to that particular trade and to those
ar soil conditions. He sent a cablegram, at a cost of many hun-
dollars, instructing the manufacturer in detail as to changes
a must be made in order to meet the conditions in Argentina.
factory superintendent objected. "We can't make those
ges," he told the manufacturer; "it would involve the changing
l our manufacturing methods." But the manufacturer knew
usiness and he knew his man, and so he said to the superintend-
"I have confidence in the man I have sent to Argentina, and the
's for that market are to be made in the way which he desires.
follow his instructions." The result was that a large, profitable
e was built up in Argentina. That is what I mean when I refer
home export policy, and this illustration also shows the need of
utive, high executive, direction.

About the same time another manufacturer, without investigating
without adequate preparation, sent a consignment of plows to
nezuela. When the plows arrived it was found that they could
be used for the simple reason that, instead of horses, oxen were
d, and that the plows were attached to the horns. This gave the
w such a tilt that the share would not go into the soil. The result
s that the manufacturer lost not only the cost of the plows, but
o the freight, the duties, and all of the other expenses attached, an
m of some $2,600.

Are you, therefore, as a manufacturer, prepared to meet the needs
the market, and are you prepared, when it comes to a matter of
ste, to meet the tastes of the markets, and are you prepared to re-
ljust your factory processes to meet export situations that involve
nditions somewhat different from those which you may have to
eet in the domestic market?

STANDARDIZED PRODUCTS—PACKING.

Now, do not misunderstand me. I am not urging that you should
o vary your manufacturing methods as to lose economies which
esult from standardization or large-scale production. The very fact
that you have a standardized product and the very fact that your
production is on a large scale may be your export salvation. It may
mean that you are able to place a high-grade product in a market
that would otherwise be inaccessible to you. The great advantage
which the American manufacturer has in competition with his rivals
abroad is that he has a standardized product manufactured on a
large scale. Perhaps one of the best illustrations I could bring to
you is the matter of cotton goods. European manufacturers, and

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particularly English manufacturers, are prepared to manufacture short lengths of different patterns and different qualities of different types of goods. They have developed their manufacturing methods in such a way that it is possible for them to undersell American manufacturers where the lengths are short and the quantities are small; but where cotton goods are wanted not by hundreds of yards but by miles American manufacturers of cotton goods have told me that they can compete and can undersell any other manufacturers in any market in the world. A similar illustration might be drawn from a popular automobile which competes successfully with automobiles manufactured in other countries. It is able to so compete because a single type of automobile is turned out. It does not vary even in color. It is fruitless and irrelevant, therefore, for the agent of that automobile in Java to say if it were painted red it would have a larger sale there. As a matter of fact, if the style of the automobile were varied even by so small a matter as a coat of paint the cost would be disproportionately raised and it might not be able to compete at all.

Some other questions with reference to your home export policy: Are you prepared to pack in a way that will guarantee the safe arrival of your goods in foreign markets? Are you prepared to pack according to instructions which are sent to you by your foreign customers or by export houses through which you do business? Are you prepared to so arrange your shipping department and to so alter your packing methods that you will be able to meet the requirements of your foreign buyers? And are you prepared to ship not only as instructed but when instructed? Are you prepared to so adjust your shipping methods that when goods are wanted for shipment on such-and-such a steamer, they will be shipped on such-and-such a steamer and will not be delayed by so much as an hour, because the delay of an hour here may mean the delay of a month at the other end? These are things which you must decide and these are ways in which you must support your foreign sales campaign in your own organization at home.

DECIDING ON A PRICE POLICY.

And, now, having decided the few questions which I have raised so far, we come to your price policy. The first and most important question is, What is to be your export price? Is it to be the same as your domestic price, or higher or lower? Are you prepared, and do you intend, to protect your export house on matters of price? Do you intend to make the same price to any inquirer, however small or however little known, in a foreign country, that you would make to your export house which is handling the bulk of your export business? Or, supposing that you have established an exclusive agency in some foreign market, do you propose to give any importer or dealer in the same territory the same price that you give the agency? Or, if you have decided to go into the business direct and through your own representatives and agents, do you intend to give to the importer located in a foreign market exactly the same price that you are prepared to give to some small dealer or retailer or occasional inquirer? Do you intend to carry into the foreign market the careful

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ion between jobber and wholesaler that you make at home? r words, the same questions of price policy come up for de- in the foreign market that come up in reference to the price n your domestic market, and they must be decided with greater n account of the distance and possibility of misinterpretation. here let me take occasion to point out a fallacy which often is teristic of our discussions of foreign trade—that is, that price most important element in getting export trade. Price is an tant element, but there are other elements which are just as tant; and, as a matter of fact, American goods have made them- popular the world around not because they are low in price— me of them are not—but because the buyer in foreign countries ly knows that when he gets American goods he gets quality, for that reason certain high-priced articles of American manu- re are known and preferred everywhere.

nally, do you intend to dump your surplus production in for- markets? If you have decided to dump a surplus product in gn markets at prices lower than those which you charge in estic markets, have you fully taken into consideration the fact you have made the definite decision that you are not going into ign trade? Do you realize that when you have decided to ip your products abroad you have decided on a temporary price cy unless you are fully prepared to continue the definite and per- nent policy of selling in foreign markets at a price lower than ir domestic price? If, however, you sell at a lower price in a eign market merely in order to get rid of a surplus product, you doing the thing that is best calculated to close up your foreign de at an early date.

DECIDING ON A CREDIT POLICY.

Now we come to the very marrow of the whole export problem. re you, or are you not, prepared to give credit to foreign pur- asers?

You have at your disposal in financing your export shipments even important methods (I enumerate them in this inaccurate ay merely for convenience): (*a*) Cash in New York or cash with rder; (*b*) cash against documents; (*c*) sight draft; (*d*) 30 days' ight; (*e*) 90 days' sight; (*f*) long-time credits with interest; (*g*) pen account or open credit. If you are going to do a direct export usiness, we can at once discard the first four methods; for you might as well get this fact clearly in mind now as some time later, after bitter experience, that you can not develop an export business by demanding cash in New York, cash against documents, sight draft, or 30 days' sight. The usual terms for export business out- side of some European markets are 90 days' sight and longer. You must face the fact that if you intend to do a direct export business you must be prepared to finance your shipments at 90 days' sight or longer. Now, this statement does not mean that you can not do an export business on any other basis. It means that if you want your money in advance or cash at seaboard you must do business through a middleman. I can not put this too emphatically, because there is no other alternative.

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One of the chief functions of the export house, and the function which will probably develop increasingly during the next few years, is to finance your shipments when you desire or demand cash at the seaport. The export house is prepared to finance shipments abroad when the manufacturer is unwilling or unable, either with his own capital or with what credit he may have at his bank, to finance his export shipments. It is worth while for you to recognize this fact when deciding on the method which you will use when inaugurating your foreign-trade campaign.

Are you prepared, therefore, to make the decision whether you will extend the usual and ordinary terms of credit in foreign markets, or whether you will demand cash payment in New York? If you have chosen the latter course, are you prepared to do business through a middleman? And if you decide to do business direct and on the usual credit terms, are you prepared to establish a foreign-credit department? Are you prepared to collect the necessary credit information? Are you prepared to take the usual credit risks? Are you prepared to get the information with reference to foreign credits which can be supplied to you by the National Association of Manufacturers, by the Philadelphia Commercial Museum, by banks doing a foreign business, and by the commercial credit agencies? In addition, however, are you prepared to collect a considerable amount of credit information at first hand and through your own personal representatives? This is another of the important decisions which you must make before initiating your foreign-trade campaign.

SEVEN DETERMINING FACTORS.

Having reviewed briefly some of the important questions which you must decide before embarking on a foreign-trade campaign, let me call to your attention some of the important factors which will play a part in determining your decisions on each of these points. I will only enumerate them:

(*a*) What is the volume of your business?
(*b*) Is your business in a staple commodity or is it in a specialty?
(*c*) Is there a large or small margin of profit on your sales?
(*d*) Is your product one that can be easily shipped without deterioration?
(*e*) Is your product one that is in need of constant and personal sales attention?
(*f*) Have you a considerable amount of capital in your business, capital with which to extend your business, and is your credit at your bank in A–1 condition?
(*g*) And finally, have you plenty of business brains and horse sense in your organization?

Perhaps I have emphasized the difficulties in the export trade more than I had intended. I know I have omitted to mention the advantages and rewards which follow the building up of a great foreign trade. The live manufacturer, however, does not need much prodding to make him see the advantages of a great international market for his wares. In every point which I have made I have tried to emphasize the necessity of taking up export problems in exactly the same way in which you would tackle your domestic problems. The problems are differently clothed, the conditions vary, the language is unfamiliar, but the essentials of business success are the same.

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xport business is one in which you manufacturers meet not ir competitors in this country, but your competitors in other s. It is a business in which you go forth relying only on your ll, your own enterprise, your own ability, your own efficiency, an opponent who is likewise relying only on his skill, his ise, his ability, and his efficiency. The export business is one ought to appeal to every American manufacturer who believes self and who prides himself on his ability to succeed.

TRADE-BUILDING RULES.

a recently published treatise an eminent German economist re- d the development of international-trade methods from the of barter down to the highly specialized systems in vogue at nt. He closed his discussion by giving a set of "general rules" h, while framed specifically for aiding the further expansion of an commerce, are applicable to foreign-trade campaigns under- n by exporters of any nationality anywhere:

Do not try too many markets at once.

A careful study of local conditions and the special needs of a new market best be made through personal visits of the heads or directors of exporting ; nothing can be done without thorough study.

Give up old usages of the trade, if necessary; energy and a spirit of enter- are needed for the conquest of new markets.

Wherever necessary, traveling men and permanent agents of proven ity, technical and commercial, should be appointed, and their pay should ufficient to enable them to live in suitable style.

Each customer should be studied and attended to individually; you must ect to be studied just as thoroughly by the other side.

. Adopt the point of view that orders are generally placed where quality l price best correspond with the buyer's needs; the name and the nationality the seller are matters of secondary consideration.

. Grant liberal credit according to local conditions and be ready to meet customer's wishes in everything, as far as your own interests will permit. ways think of the customer's convenience, never of your own.

3. It is important, above all, to make the dealer acquainted with your wares d their superiority over other similar goods. In trying to introduce your ares do not be offended if the order is small, but look forward to an expansion the trade later on.

9. Be scrupulously conscientious in maintaining the quality of your goods, id always ship goods of the same quality under the same mark.

10. Give proper consideration to changes in the wants and the taste of the ublic and see that your establishment can speedily be adapted to the new eeds.

11. Novelties are always attractive; the slightest improvement of a given nodel gives the manufacturer of the new model a big advantage over his com- etitors, particularly if advertised properly.

12. It is fundamentally wrong to withdraw if profits do not appear immedi- ately. The introduction of new articles requires intelligence, patience, per- severance, and money; only the man who possesses these qualifications and is not a niggard will succeed.

13. On the other hand, it is altogether useless to attempt, even with the best intentions, to force a certain ware upon the market merely because you are making it and consider it suitable for the market.

14. See that delivery is made as promptly as possible and that all promises are kept punctiliously.

15. Give the greatest attention to both inside and outside packing of the goods.

16. Investigate the prevailing methods of advertising through catalogues and newspapers and try to improve them.

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SUGGESTED METHOD FOR BEGINNERS.[1]

TYPICAL QUESTIONS PRACTICALLY ANSWERED.

1. Q. How can I learn what countries are best suited to make a start for the sale of my goods?

A. (*a*) Consult the list of publications of the Bureau of Foreign and Domestic Commerce; possibly there are one or more reports concerning the goods in which you are most interested.

(*b*) If you do not find any special publications consult the nearest branch office of the Bureau. If the agent in charge can not give satisfactory information he will send your request to the Washington headquarters.

(*c*) The Bureau will answer your inquiry to the best of its ability; it may send special letters to the consuls or commercial attachés to get the information desired; do not take up the matter direct with these officials before conferring with the Bureau.

(*d*) Ask your friends in kindred lines, who are already doing exporting, for suggestions. They may be able to give you valuable hints.

(*e*) Submit the matter to good live export houses; they may be particularly interested in your proposition.

(*f*) Consult the statistics of exports; they will help you to form an idea as to the business being done abroad in your line.

(*g*) Confer with the banks who are specializing in foreign business; they are accumulating data concerning many phases of the problem; they will gladly write their correspondents or branches in other countries to get the information you want.

(*h*) You can, if you wish, consult directories of foreign countries, which are to be found in libraries or can be obtained through booksellers, and write letters to some of the principal merchants in different places.

2. Q. What is the best method for me to follow: (*a*) By my own salesmen? (*b*) By establishing local agencies in different countries? (*c*) By arranging with other manufacturers for a joint representative?

A. (*a*) Salesmen are always the best if you can get the right men and are able to stand the expense. You have to weigh the possibilities of sales against the cost.

(*b*) In many lines local agents are able to very successfully serve American houses; you must be sure, however, that your local agent is competent, active, and does not have too many lines; you must also make sure that the territory assigned each agent is not too large to be advantageously worked.

(*c*) Joint representatives answer the problems of many manufacturers. Merchants who come in contact with good men should advise each other and agree upon a definite plan for a division of expense, direction of the representative, etc. Merely because he represents several manufacturers he should not be left to his own devices; above all, he should have only enough lines to work properly, and they should not be too varied.

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[1] Ernst B. Filsinger, author of "Exporting to Latin America," in Proceedings of Fourth National [illegible] Trade Convention.

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If I decide to send my own salesmen, shall I employ men
ak the language but do not know my goods; or can I send
o know my line but do not speak the language?
ne most important attribute of a salesman for a foreign coun-
ependability. In the second place, he must thoroughly under-
he goods that he is presenting in order to demonstrate their
alities. Preferably he should speak the language of the coun-
which he is going. However, a mere knowledge of the lan-
does not qualify a man to sell goods abroad. A representative
ise competent may be depended upon to quickly acquire a
nt knowledge of a foreign tongue to get along without the
an interpreter.

4. If it seems best to establish local agencies, where can I find
mes, and how can I most easily get in touch with the right men
resent me?

(a) Apply to the Bureau of Foreign and Domestic Commerce,
through its branch offices or direct. If they have not on file
ames of agents, they will obtain them.

Letters to American consuls or commercial attachés (sent
gh the Bureau of Foreign and Domestic Commerce) and fully
ig forth the needs, with data regarding commissions, etc., are
effective.

) Requests of banks who specialize in foreign business fre-
tly result satisfactorily. If the agents' names are not on file
can obtain suggestions from their correspondents.

f) Letters to banks or prominent business houses in the places
re the agent is desired may also be used.

) Inquiries of foreign banks having branches in New York City
likewise effective.

f) Requests to business organizations, especially foreign-trade
ies, often bring the desired information.

g) A constant reading of "Foreign trade opportunities" in Com-
ce Reports, published by the Department of Commerce, develops
ults.

h) Bulletins issued by foreign-trade organizations, express com-
nies, export papers, and other journals should likewise be carefully
nned.

5. Q. If I could induce some manufacturers to combine with me,
at is the best working arrangement to make? How can matters
fixed so that the greatest results can be obtained from a joint
ent?

A. (a) If you combine with other manufacturers, endeavor to
gree upon the amount that each will contribute to the expenses and
lary of the representative. Determine definitely the territory to
e covered; arrange for the supervision of the salesman by one of
he group, preferably the one most familiar with conditions.

(b) Greatest results for all concerned can be obtained by having a
horough understanding as to all points involved—territory, route,
pproximate amount of time to each line. The salesman should be
well supplied with funds and they should be kept coming to him
regularly to avoid embarrassment, mails frequently being slow and
delayed.

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(*c*) Give the salesman's letters the attention they deserve; the should be no unnecessary delay in replying. Advance letters a other cooperative work are even more effective in foreign countri than in the United States.

6. Q. If none of the methods suggested seems feasible, could t export commission houses be used? If so, what is the easiest way get in touch with the commission houses and find the right ones f the purpose?

A. (*a*) Under many conditions export commission houses can used very advantageously; because of peculiar conditions in foreig trade, they should always be taken into consideration in a sales pla

(*b*) There are two publications available relating to export house (1) The Export Register, published by Export Manufacturers (Inc. New York, cost $10, contains list of the buyers of the respecti houses, markets covered, etc. It is a loose-leaf book with servic (2) The Export Trade Directory, issued by the American Exporte New York City; price, $3. This contains, in addition to the list export houses and markets covered, the names of export agents, re dent buyers, etc.

(*c*) Visit personally, or address by letter, the export houses co cerning your proposition; proceed slowly; consider the merits each; some houses may be well represented in one territory and badl in another; try to make the most favorable arrangement possible f each trade field.

7. Q. Isn't it possible to employ all the methods suggested, inclu ing the commission houses?

A. (*a*) Yes; a well-organized sales plan usually takes into co sideration all media. Many merchants abroad will not buy throug export houses; a very large number who are financed by the expo concerns have all orders come through these institutions, no matte if placed with the traveling salesman of a manufacturer.

(*b*) A proper arrangement of prices, in order to protect the var ous sales media, is the best; in some countries it may be necessar to pay a commission to a local agent on business that does not pa through his hands but originates with a commission house; a slid ing scale of discounts is the most feasible arrangement.

8. Q. Should exclusive sales arrangements be made with expo commission houses?

A. (*a*) Only give an exclusive sales arrangement when you a convinced that full justice will be done to your line; many me chants have a fixed credit with export houses, and when the limit reached with one they must approach another. Obviously it woul be foolish to lose business on that account.

(*b*) As a general proposition, exclusive agencies should be give very cautiously; practically no export house, no matter how we organized, can do a line equal justice in all its territory.

(*c*) Exclusive sales arrangements, no matter whether made throug export houses or through local arrangements, should not carry wit them the privilege of exclusive shipment through one channel, eve if the right of exclusive solicitation is conceded.

9. Q. Could one not employ export sales agents in New Yor City to handle the proposition of sales? What are their advantages

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) Yes; there are export sales agents in New York who can ertain lines very well. They call on the commission houses, er visiting foreign buyers, attend to shipping details, and sup- h other information. Exclusive sales arrangements through agents are hardly advisable.

The chief advantage of this method is that the manufacturer antly represented in New York, and the agent (supposedly ant with all details) can successfully look after the develop- f the foreign business, both direct and through the commis- uses.

Q. Is it possible to do a satisfactory business by catalogue

a) Yes; it is possible to do a satisfactory business by cata- provided the latter is properly prepared and distributed.

Many manufacturers have found it highly advantageous to p prospects by sending out catalogues first and then follow- the work by traveling salesmen or local agents.

In certain lines, particularly in novelties, that can be per- illustrated and well described, catalogues alone produce a great of business.

Many concerns are doing a large and growing business with mers in foreign countries by means of the catalogue.

Q. If a catalogue is used, how should it be prepared and what e done to insure a proper distribution so as to avoid waste?

(*a*) In the preparation of a catalogue or any printed matter, nost important thing is to get the right point of view; the com- must place himself in the position of the prospective buyer.

) Never take anything for granted; assume that the person ws nothing whatever about the subject being treated; make the s clear and easily understood. Quote c. i. f. whenever possible. d price lists separately.

c) Do not send an English catalogue to a country where another guage is spoken. Imagine your own feeling if you received one Arabic and knew nothing of the language. See to it that techni- translations are correct; the language must be idiomatic; allow translator sufficient leeway to make clear what you are trying say in English.

d) Convert the English measurements into the metric system; ply the details needed by the importer to calculate freight and ty.

(*e*) Do not use poor illustrations; money spent for good repro- ctions is productive of greater results.

(*f*) Proper distribution can be had in various ways. Verify the mes that you find in directories, trade lists, etc.; submit them to merican consuls, local banks in foreign countries, and to your agents traveling men. If this precaution is not observed, the percentage waste is likely to be extremely high.

12. Q. Are cooperative arrangements advantageous; if so, what re the best principles under which to make such arrangements?

A. (*a*) Cooperative arrangements may be made, both for the direc- ion of a foreign business and for the employment of salesmen. A competent manager can easily look after the foreign business of a number of manufacturers, any one of whom could not afford to en-

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gage his entire time. Such a manager can look after the direction of salesmen; also engage cooperatively.

(*b*) The best principles on which to make such arrangements are those outlined for joint salesmen, viz, a thorough understanding in regard to expense, territory to be covered, etc.

13. Q. What are the best methods of finding salesmen qualified to represent American manufacturers abroad?

A. (*a*) Advertisements in newspapers, such as the Journal of Commerce of New York; bulletins and publications for foreign trade export associations; investigation of applications sent to manufacturers and their exchange through the medium of commercial organizations.

(*b*) Finding competent American salesmen and fitting them for work abroad.

14. Q. What are the sources of information regarding the sales possibilities of different lines in the various markets of the world?

A. (*a*) Publications of the Bureau of Foreign and Domestic Commerce; list sent free by the Government Printing Office.

(*b*) Bulletins of export organizations and foreign trade associations; commercial museums; American editions of export trade papers; house organs of banks, express companies, etc.

(*c*) Books relating to commercial conditions abroad; these are available at any well-equipped public library.

15. Q. If local salesmen are employed, is it best to engage natives, or should only European or American salesmen be employed?

A. (*a*) If American salesmen are available they should be given the preference. They are naturally better acquainted with American methods and requirements.

(*b*) A second choice would be the European salesman who thoroughly understands the line which it is proposed he shall sell.

(*c*) Some American concerns depend largely upon local native salesmen, and if these are not left to their own resources, but intensively developed and cooperated with, they prove successful.

16. Q. How is it possible to arrange matters in order to get cash before shipments leave the United States?

A. (*a*) A manufacturer who has a good credit can easily discount drafts covering shipments to foreign countries; to many of the republics of Latin America and to other foreign fields, the custom of sending drafts is very common.

(*b*) By inducing the foreign buyer to establish a credit in New York and making it worth his while to have payment made upon presentation of documents by providing a fair discount for cash.

17. Q. How should an export department be organized?

A. (*a*) If the manufacturer is in earnest in developing his foreign trade he should have some one definitely in charge of an export department; an ambitious person within the organization may be induced to put forth the necessary effort to acquire a sufficient knowledge of export practice.

(*b*) If such a person is not to be found, a manager may be brought in from the outside; naturally he would be equipped with the necessary information to properly conduct the foreign business.

(*c*) Everything relating to foreign trade should go through the export department; there must be no question as to final authority; re[illegible]ty must be definitely fixed.

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The personnel should be sufficiently large to take care of the ess properly; it may be expanded as business increases; details d not be slighted, and false economy in this respect is unwise.

Q. What are the best means of learning the local conditions will have to be met?

(*a*) Obtain a broad view of conditions by reading interesting s of travel relating to the countries which it is proposed to work; lt commercial geographies to learn the products, resources, etc.

) Read the annual consular reports relating to the different tries. These can be consulted in the files of any well-equipped ic library.

) Confer with men who have traveled in the particular region h it is proposed to enter or with merchants who have done busi- there.

). Q. Regardless of the method selected, what are the best means ooperating to insure the largest volume of sales?

. (*a*) The best kind of cooperation with foreign merchants is ice; effective American methods of high-grade merchandising go a long way in meeting foreign competition.

b) Take the same interest in a foreign field that you propose to k as you would in a highly desirable domestic market; prepare ultivate it just as intensively and to look after it as you would erican territory.

c) Adapt your advertising matter, etc., to the requirements of foreign market; you will find that it is as highly, if not more roughly, appreciated than at home.

20. Q. How can I learn if it is necessary to make any changes in product in regard to size, appearance, etc.?

A. (*a*) The salesman or local agent will quickly inform you garding the necessary changes; be sure to take his suggestions into nsideration.

(*b*) If you succeed in getting a first order from a foreign country k your customer to make any suggestions that he can regarding e improvement in the appearance of the article, the packing, etc.

(*c*) Request that your customer supply you with definite packing structions with each order.

(*d*) Consult the tariff laws regarding the application of duty— hether it is calculated on gross or legal weight; this will be a good dication as to your course of action.

21. Q. If I want to develop salesmen within my own organization ow can I aid them in their efforts for self-instruction? What hould they study to become most efficient and to be most effective n their first trip?

A. The most successful method of developing salesmen for foreign ields is within the manufacturer's own organization. They should e encouraged to inform themselves fully about conditions in foreign countries. This can be done in the following ways: (1) Books of travel, description, and history; (2) articles in encyclopedias; (3) descriptions of countries in commercial geographies; (4) a thorough study of maps, folders, etc.; (5) books on exporting, etc.; (6) Commerce Reports; export journals, trade papers, and magazines which specialize in the territories to be developed.

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22. Q. If salesmen are sent to a territory, what kind of advance work by the house will enable them to compete most successfully?

A. (*a*) Advance letters announcing the coming of the salesmen.

(*b*) Catalogues, folders, etc., in the language of the country.

(*c*) Advertising novelties, such as used in the United States but adapted to the peculiar conditions of the country which it is proposed to work.

23. Q. How can I decide what will be the best size for territories and what will be the strategic centers from which to work, also the routes to follow in traveling?

A. (*a*) Consult the map; get a thorough idea of the extent of the field.

(*b*) Analyze the transportation facilities by consulting the various yearbooks, atlases, "Exporters' Encylopedia," etc.

(*c*) Read the books that have been written which contain chapters devoted to the question of territory.

(*d*) See the publications of the Bureau of Foreign and Domestic Commerce.

(*e*) Read the consular reports and reports of special agents, even though not directly referring to your particular trade; the latter will give you some side lights upon real conditions.

24. Q. What are the best sources of general information regarding export matters?

A. (*a*) Works relating to the principles of exporting, either general or specific; examples, Hough's "Practical Exporting," Filsinger's "Exporting to Latin America."

(*b*) The yearbooks of countries such as Argentina, Brazil, Mexico, China, etc.

(*c*) Exporters' Encyclopedia (relates particularly to shipping routes, preparation of documents, etc.).

(*d*) Government publications in general.

(*e*) Foreign trade journals.

25. Q. What use is advertising in developing foreign trade, and how can it be used to best advantage?

A. (*a*) Advertising is highly effective in developing export business, providing that it is properly used and adapted to the foreigner's point of view.

(*b*) It can be employed either for obtaining specific inquiries or for general publicity; the latter is frequently helpful in a subtle way to inspire agents, salesmen, and merchants.

(*c*) Advertisements in foreign trade journals, if properly written, may produce specific inquiries to be followed up.

(*d*) Newspaper advertising in Latin America will help to increase sales and aid the merchant to move stocks of American goods; in planning newspaper campaigns agencies which specialize in foreign advertising in a given country should be consulted.

26. Q. How can I arrange to sell goods safely and still extend credit to foreign buyers? Would trade acceptances answer?

A. (*a*) By investigating the credit of the foreign buyer; substantial merchants abroad are as much entitled to credit as substantial American houses.

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(*b*) Have your agents insist upon clear understandings with customers regarding terms, shipments, deliveries, etc.; if you do your part, you will find that the foreigner responds very fully.

27. Q. Is it possible to make shipments to foreign countries against drafts which are sent for acceptance? If not in all countries, in what countries is it possible?

A. (*a*) In the case of many articles drafts against documents are the invariable rule. This practice can be extended.

(*b*) Merchants who insist from the outset in doing business against acceptances will generally have less trouble to enforce this than when credit has already been extended on open account.

(*c*) It is difficult to specify the countries where acceptances are not general. In Latin America many buyers in Mexico, Cuba, and Porto Rico do business on open account. In South America the acceptance is far more general.

(*d*) A draft made against documents and sent for acceptance is desirable because it fixes the date of maturity and can easily be realized on by the shipper whose own credit is good.

28. Q. Can the parcel post be used advantageously in doing business with other countries? If so, how can the most be gotten out of this method?

A. Yes; the parcel post can be used to very good advantage. It is employed chiefly for the following: (1) To send samples, for the purpose of developing trade; (2) to countries where transportation is a difficult matter the parcel post is used extensively by the merchants; it also serves to expedite the clearance of shipments and saves brokerage fees; (3) the mail-order business direct with consumers can be developed very successfully; in many places it is already used very largely.

29. Q. What is the best time of the year to visit foreign countries? How can that be learned?

A. (*a*) The best way to learn the most appropriate time for visits is to write merchants who handle the particular goods it is proposed to sell.

(*b*) Letters may also be addressed to American consuls concerning this matter, so that they may make inquiries.

30. Q. How can I make the most practical use of the facilities of the Bureau of Foreign and Domestic Commerce?

A. (*a*) If you are near a branch office of the Bureau, consult with the agent in charge.

(*b*) The Bureau publishes a pamphlet descriptive of its work and showing just what its facilities are. This is free for the asking.

(*c*) Read Commerce Reports; send for special agent's pamphlets, handbooks relating to various countries, etc.

31. Q. How can I learn about the customs, conditions, etc., of the people to do business most intelligently?

A. (*a*) Consult with the consuls who represent the various countries in your city or vicinity.

(*b*) Read the books relating to the different countries, a list of which you can obtain in any library.

(*c*) See articles in encyclopedias, etc.

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SUCCESSFUL AMERICAN METHODS.[1]

EFFECT OF UNFAIR CRITICISM.

A situation has recently arisen affecting the reputation of American exporters which contains elements both of great good and great harm. Certain American consuls, commercial organizations, and banks have done a useful service in sharply calling attention to specific derelictions on the part of Americans in export trade. Certain failures to meet requirements of contracts have been condemned and other exporters warned that such methods are injuring the prestige of all American trade.

In itself this has done good, but it is apparent that many newspapers, magazines, and individuals have made these specific complaints the basis for generalization highly discreditable to all American foreign trade. All exporters have heard the uninitiated remark, "Well, of course, Americans do not know how to pack their goods for export, and they insist on jamming their product down the throat of the foreigner regardless of his own tastes."

This opinion, although unfounded, is so widely prevalent as to be a positive hindrance to even systematic and skillfully conducted foreign trade, and there is ample reason to believe that it finds its way into foreign print to the discredit of American goods, and that it is used as a basis of selling arguments against American products. We hear little about English or German goods being poorly packed, yet a visit to the steamship docks in normal times will show the extent of damage sometimes inflicted, for lack of proper packing, upon importations from the older industrial and exporting nations. Controversies and disappointments as to whether contracts have been strictly fulfilled occur wherever business is done, and there is no reason to believe that it is more frequent in American than in any other export and import trade. It would be interesting to learn to what extent such complaints are kept alive in foreign markets by our competitors.

AMERICAN EXPORT METHODS VALID.

The purpose of this paper is to call attention to the fact that some of the statements circulating throughout the world about American export methods are general allegations without specific foundation, and to show the brighter side of the shield by citation of examples of American enterprise which have few parallels in the history of the world's trade. The simple fact that our export of manufactures nearly doubled between 1905 and 1913, reaching in the latter year a total of nearly $800,000,000, is in itself evidence that foreigners found it practical, convenient, and satisfactory to buy American goods, while the high percentage of "repeat orders" is additional proof.

Nobody, of course, will defend the exporter who tries to obtain business by the employment of unfair methods. If American manufacturers have shown better samples than the goods they intended to deliver such a course can not be condemned sufficiently. We know, of course, from our own experience in this country that black sheep

[1] Report of the National Foreign Trade Council, in Proceedings of Fourth National Foreign Trade Convention.

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are found all over the world and are, unhappily, the exclusive possession of no single nation.

Unfortunately, the fact can not be denied that some of those new to the export business have entered the field with more enthusiasm than experience. But it would be unfair to generalize on inexperience, for others equally new have done splendidly. They have also taken up this side of the business during a time which was not at all favorable for doing so, when even our experienced exporting houses met with many difficulties in keeping up with the situation; when it took months to deliver a letter where formerly it took only weeks; when replies were only too frequently delayed and quotations often became obsolete before the order was secured; when raw materials were difficult to obtain, necessitating even in the domestic market frequent changes in quality and the composition of goods.

This was not a condition to be found in the United States alone. It was characteristic of the raw material situation over the whole world. Manufacturers in executing export orders, therefore, were frequently faced with the question: Should they decline the order when given, or should they execute it as well as they could under the circumstances, so as not to turn down the customer.

That we were not always able to supply our foreign customers as promptly and satisfactorily as we should have desired is very much to be regretted, but it is doubtful whether the exporters of any other country would have done better under existing conditions. The most unfortunate aspect of the whole matter now is not that we have failed in a few cases, but that by the continuing publicity given to the entire subject a misleading impression about our own abilities to export has been created not only in our own country but possibly also abroad.

We have exported manufactured goods since the beginning of our economic history. We crossed the $400,000,000 mark of exports of manufactured goods during the year 1905 and in 1913 had reached $776,297,360, being 31.97 per cent of our total exports during that year. To have nearly doubled the exports of manufactured goods inside the period of eight years seems to be a feat we need not be ashamed of. In fact, the achievement has been well recognized by other countries. Sir George Paish, the well-known editor of the London Statist, for instance, commenting on the results of 1913, speaks of "the greatness of American trade and the important contribution it has made to the general prosperity," while he points on another page to the "exceptional strength of American foreign trade."

REQUISITES FOR SUCCESS.

It is obvious that such an expansion of foreign trade in manufactures can not have been merely a matter of good luck. During the period of 1905 to 1913 there was no war to support our foreign trade, and the European nations were as free to export as ourselves. Luck may help for a while, it may bring the unexpected chance of introducing one or the other article to a new market. To hold the market, however, and to build it up so as to make it a solid asset to our foreign trade requires more than just good luck. It needs a

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well-equipped organization and goods which will find the appreciation of the foreign customer.

It is a national habit with us to admire the accomplishments of the stranger and to disregard those of our own countrymen. While we, therefore, may certainly congratulate ourselves in having had in starting our own export business such excellent examples as those offered by the markets of London, Hamburg, and Paris, we should not overlook the fact that several of the largest international trading concerns in the world are of American origin, and that some of the greatest successes on record of industries of moderate size are American.

The effectiveness of the distributing methods of oil companies may well be understood if we consider that they dispose during each year of approximately 2,000,000,000 gallons of mineral oil. The tin cases used by one of the firms are well known everywhere, including the darkest spots of central Africa. American corned beef to-day is sold all over the globe. This result has been obtained by a great advertising campaign carried on by the packers in the foreign markets. That our foreign customers are well satisfied with the quality of the manufactured foodstuffs we sell them is possibly proved best by the fact that the frequent attempts made by interested parties to discredit these foodstuffs among foreign buyers have failed utterly.

A leading example of well-deserved success is that of the American agricultural machinery and implement industry. The sale of American agricultural machines has grown from year to year. It had reached before the war the very considerable sum of $40,000,000 in the face of well-equipped foreign competition. Possibly in no other line of export so much care has been devoted to the study of the foreign business. Agricultural machinery makers not only have used all the modern methods of selling and distributing, but have been especially successful in creating new sales opportunities, studying and building machinery minutely suited to widely different needs, and bringing packing to a high state of perfection. This has been more than an export business, for it has increased agricultural productivity throughout the world.

There is possibly no article more difficult to handle in the foreign market than railway material, especially locomotives. Orders for railway material and locomotives usually go to the countries furnishing the money for railway development, but the American locomotive has invaded some markets without such favoring influence. They were sold entirely on their reputation and demonstrated quality.

TESTS OF SHIPPING METHODS.

That the packing and shipping methods used by our locomotive exporters are not inferior to those employed in other countries is well shown by the following examples: One company shipped a locomotive into Colombia over mountain trails which necessitated transportation on mule back. After the locomotive had been built in the United States it was taken down and the parts placed together in large cases and shipped to Medellin, Colombia, where it was landed. The pistons, cylinders, rods, and other parts were then securely wrapped in burlap and packed on mules, reaching Bogota,

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after many days, in perfect condition. The locomotive was then assembled and operated perfectly.

Since the war began another locomotive company has shipped more than 400 locomotives to interior Siberia. They were built in the United States, packed for shipment, sent via Magellan and the Panama Canal, to Vladivostok, erected in record time in the yards of the Siberian railroad, and proceeded under their own steam to their destination. To-day they are hauling the vast stores of munitions imported through the back door of Russia from the United States and Japan. When the transaction was completed not more than one-tenth of 1 per cent of the order was found to have been broken or lost in transit.

Locomotive manufacturers have been called upon to ship to the most out-of-the-way places, which formerly obtained their rolling stock from Europe. Engines have gone to Katanga, away in the interior of Africa, in the Belgian Kongo, to the Gold Coast, to Rhodesia and to Portuguese and East Africa, and up to date not a single complaint has been received, although it was the first time that American locomotive orders had been received from these places.

The first steam railway in Chosen, connecting Chemulpo, on the seacoast, with Seoul, the capital, was built and its equipment ordered from the United States as a result of the far-sighted activity of an American business man. The track was the American gauge, 4 feet 8½ inches. When this road was extended by the Japanese after their occupation of Korea the American gauge was still used, and when the South Manchurian Railway was linked up with it the American gauge was continued. American locomotives and rolling stock have accordingly a preference in that market, and the bulk of the equipment is manufactured in the United States.

Possibly one of the most severe tests for good packing was endured by a case containing a locomotive packed by an American firm. The lack of land-locked harbors on the west coast of South America compels the discharge of cargo in open roadsteads. The rise and fall of lighters renders arduously dangerous the unloading of heavy merchandise. Nevertheless, when a case containing a locomotive cab and locomotive parts went overboard as a result of improper handling, it floated. The tide swept it out to the Pacific for several miles before a tug could overtake it, but it was towed back and finally landed with the contents unimpaired. The examples of brilliant enterprise in American export trade are too numerous for unabridged reference here.

AMERICAN MANUFACTURERS GAINING GROUND.

To mention only a few, there was a time when hardly an American shoe could be sold in Europe. With one exception, the markets were protected heavily by tariffs which seemed insurmountable. Before the war broke out American boots and shoes were established as firmly in Europe as in their own country. This astonishing result was obtained by supplying a good quality, selling it at a uniform price, and by proper advertising. The whole system of window dressing formerly practiced in Europe was revolutionized. Before the war American shoes could be bought all over Europe, and one firm not only exports shoes, but sells them at retail throughout the world.

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Another American industrial product which has been handled well in the foreign trade is the typewriter, the sales nearly trebling from 1905 to 1913, when they totaled approximately $12,000,000. The usual practice followed, and very much commented on by typewriter makers in other countries, was that of creating general agencies in each country, which in turn employed subagencies. The tendency in all cases seems to have been to keep the conduct of the business in the hand of the manufacturing firm in America. A notable success was gained by the cash register. This has been a work of business education as much as salesmanship. The advertising methods used by the leading cash register manufacturers were a decided novelty for Europe.

Americans have revolutionized the machine-building practice of the world. The efficiency of a file, for instance, depends upon its being mechanically true, and therefore its manufacture by machinery is more perfect than by hand. At a time when the European hand-made files were sold throughout the world, American file-making machinery was produced which made possible the production of files in great quantities, all of even quality, and the capture and permanent occupation of many foreign markets resulted.

The name of a certain American sewing machine is known all over the world. This result was obtained by a careful improvement of the opportunities offered in each country. Shops were opened in the leading cities of the world. Special agents calling on possible buyers from house to house canvassed even the smallest hamlets everywhere. Special exhibitions were made in the smaller cities, where it did not pay to establish a shop. The liberal sales terms offered, including installment payment, and the great publicity carried on, has made the world-wide distribution of this machine one of the big successes of American foreign salesmanship. Other companies have also carved out a business in regions where only thread and needle were previously known.

The system of opening special shops and conferring on them an exclusive retail agency has also been used abroad in the introduction of a well-known camera. The first impetus to the foreign distribution of that particular camera was given by the American tourist traveling abroad. Having become accustomed to it at home, he naturally tried to buy it and the required supplies when abroad. In this way every American tourist became a walking advertisement for that camera and its supplies, and practically had introduced the firm's name before it began to operate in foreign markets.

The list of these smaller manufactures introduced by American enterprise, energy and methods into the foreign markets could be continued easily to a considerable length. It includes safety razors, watches, fountain pens, vibrators, and many more articles of which America either has been the originator or which were manufactured with special advantage in our country. In each case they have been introduced with good results, the best proof of which is possibly the fact that there has not been any waning in their popularity abroad.

EXPORT HANDICAPS.

The problems which have to be solved by the American manufacturer [illegible]rting are often made more difficult than those of the

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ter of other countries. The export trade of Europe is sup-
d by the existence of regular shipping lines, freight rates, espe-
made to suit the European export trade, and a vast banking
ıization. What complicated methods must often be used by
rican exporters to overcome these impediments may be seen by
following, written before the war began:

reach Vancouver, our steel exporters were confronted by a railroad freight
from Pittsburgh to Vancouver of $18 per ton, while the English steel
ıfacturer could reach Vancouver on already established lines of steamers
Liverpool to Vancouver at $7 per ton. When his steel reached Van-
er the English manufacturer paid one-third less of the preferential Can-
ı tariff than the American manufacturer.
ıe result of these adverse conditions was that it was impossible to do much
ness unless the American firm itself established a line of its own steamers
ı New York to Vancouver through the Straits of Magellan. The line was
ted. It is the only one from New York to Vancouver.
he four vessels of the company call en route at many ports on the west
t of South America and Mexico and at some ports which have no regular
mship line. In addition to carrying the steel they have been carrying con-
rable quantities of material for other manufacturers in this country who
been unable to develop a business because of the lack of facilities.
n order to obtain return freight the steamers have to load at Vancouver
h lumber or coal for the Gulf of California. There they reload with
per matte for Dunkirk, France, and in France they take on chalk for New
k.
he whole triangular trip occupies from seven to eight months, and shows
hitherto unused methods and the continuous sustained effort that must
made to get and hold foreign trade. By like effort trade suited to the
ried needs of various countries has been built up.

The largest foreign trade done by a single company is that of an merican steel company which has its agents, warehouses, and sales-en throughout the world, its ships on every sea, and was one of ıe first to consider foreign markets as primary markets, not merely condary outlets in dull times.

Viewing the progress made by American manufactures abroad it as to be kept in mind that it was not gained because the American rticle was cheaper than that offered by our competitors. As a rule, aking article for article, that of American manufacture is more ex-ensive than the European. If the foreign buyer, therefore, has urned to American goods in preference to others he must have found certain merits in them which could not be found in others. Otherwise, it would be difficult to explain why, for instance, the German manufacturer should give preference to an American machine tool costing double the price of a similar machine if bought from a German maker. Of this there are actual examples.

SOME OTHER SUCCESSFUL METHODS.

American manufacturers of electrical machinery and equipment and mining machinery have advanced their export trade by a high degree of technical investigation and salesmanship. The Chicago meat packers not only export but have given Argentina one of the chief sources of its wealth, the chilled-meat industry. A fruit company of Boston revolutionized the fruit business of Central America and offers one of the world's leading examples of extensive foreign trade based on investment, exporting, importing, and transportation.

In general merchandising, as well as manufacturing, brilliant

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examples of success are to be found. Comparatively few manufacturers sell abroad exclusively through their own representatives. A large amount of export of both natural and manufactured commodities is through export merchants and commission houses, the variety of whose business, embodying financing, merchandising, and shipping, is little appreciated. The most progressive of these houses have perfected technical as well as general salesmanship, permitting the introduction of highly finished machinery. Importation is a large part of the business of houses of this class. Their adaptability is perhaps more apparent when it is remembered that, while the English or German exporter sells largely to his own nationals oversea, the American exporter lacks the encouragement of large American colonies throughout the world. They do not exist. Generally speaking, he sells to everybody but Americans and by and large does it well. The blunders are mostly made by those who do not seek the advice and profit from the experience of other Americans. It is safe to say that no question of practical foreign trade can be asked in this convention to which some delegate can not give the answer.

In the face of all this evidence it seems that the cases which have found so much undesirable publicity recently are rather the exception than the rule, and that American export methods, even if we do not want to claim them better, certainly are not inferior to those employed by other countries. That so many American manufacturers have succeeded in building up a foreign trade carrying their goods all over the world should be an example to others. It shows what has been possible by perseverance even in the face of great obstacles.

METHODS EMPLOYED BY OUR COMPETITORS.[1]

STUDY OF FOREIGN TRADE AND FOREIGN MARKETS.

In 1906 the Solvay Institute at Brussels published a book by G. De Leener, entitled "Ce qui Manque au Commerce Belge d'Exportation" (What the Belgian Export Trade Lacks). The author concludes that what the Belgian export trade lacks is the organization which is to be found in the export trade of Germany, Austria-Hungary, the United States, and England. He mentions them in the order named, and throughout the book it is plain that the greater part of what the Belgian export trade was said to lack was to be found in the German organization. It is significant that what points were mentioned as peculiar to Germany were attributed to the nation as a whole, while the good points to be found in the American organization of the export trade were attributed to half a dozen big American firms (which were specified by name) with trade extending throughout the world. What is set forth here is not intended as mere praise of the Germans and mere disparagement of American exporters, but is simply a statement of the facts as they have been reported time and again by the American consuls and the consuls of foreign countries.

[1] From "German Foreign-Trade Organization," by C. D. Snow, Miscellaneous Series No. 57, Bureau of Foreign and Domestic Commerce.

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MEETING THE NATURAL REQUIREMENTS OF THE MARKET.

Leener has discussed in an illuminating manner the difficulties ng the export trade. The following summary statement of s based largely on his discussion. The essential rôle of the trade is to permit the products of the industry of a country their way to foreign markets at a minimum of expense and . The difficulties attending this apparently simple operation chiefly from the differences in civilization and customs be- the producing and consuming countries and from the dis- between them. These difficulties are, however, so great that it merely rhetoric to state that it is easier to construct a loco- e than to export it. The first obstacle in the way of exports difference in language between the exporter and the foreign rter. Particularly in the Far East has the importance of this er been realized. Another difficulty is the need of precise and lete information concerning the requirements of the importing ry. Some exporters have discovered to their financial ad- ge unforeseen outlets for their merchandise by attentive study tail of the imports of foreign countries, sometimes even the advanced industrial countries. An interesting example of this is furnished by the growth of the exports of American silk ry to the most progressive manufacturing nations of Europe. re very extensive export development can take place the foreign kets themselves must be studied closely. Familiarity with the mhouse régimes, local trade conditions, the cost of transporta- , and the nature of the competition to be met are important in uencing the exporter to a rational choice of the foreign markets ere he should concentrate his endeavors.

For example, the American manufacturers of agricultural ma- nery, particularly of the implements that work underground, uld have made little progress in the South American, South Afri- , and Siberian markets if they had not made a study of the soil nditions and adapted their products to those conditions. It was t necessary to change the entire manufacturing method, but it was cessary to furnish products that satisfied the conditions in those reign markets. Manufacturers and exporters of building materials ould stand little chance of marketing their typical American lines f construction products in some of the countries of Central America, here the prevalence of earthquakes is the biggest determining factor n all construction work.

CATERING TO FOREIGN TASTE AND PURCHASING POWER.

The natural requirements are not the only local requirements that have to be heeded. Sometimes the taste of the foreign consuming public is equally important. This is particularly true in articles of wearing apparel. If a semicivilized population insists on having the brightest and gaudiest colors and combinations, their demands can not be satisfied by shipping them plain lines of blacks, browns, and mouse colors. Some of the American makers of typewriters have employed entirely different type faces on their machines for foreign consumption, merely to humor the tastes of their foreign customers.

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Another point that the Germans have realized and that most American exporters have not realized is the necessity of a thorough knowledge of the purchasing power of the foreign countries and individuals. This has a direct and potent effect on the export trade. The American manufacturer who makes high-grade merchandise, selling at fancy prices, might as well spare himself the trouble of trying to force his wares into the markets of countries where the people have purchasing power sufficient only for the cheapest kinds of products. Another thing to be borne in mind is that customs and methods abroad are constantly changing, and the American manufacturer who is to maintain his position in foreign trade must be advised of the changes and must regulate his foreign trade accordingly. The reports of the American consuls, attachés, and special agents cover most of the changes possessing general interest. The manufacturers and exporters in the particular lines of merchandise must, in addition, keep close watch over even the small changes which affect them.

The difficulty of foreign trade is increased when the manufacturer has to face the task of creating a demand for a product hitherto unknown in the foreign markets. The American manufacturers of cash registers had some difficult problems in attempting to introduce their products into the markets of Africa, Asia, and remote points in other continents.

After a manufacturer has informed himself concerning the needs of foreign markets and the shipping conditions and customs requirements, peculiar packing necessary, etc., he still has the big problem of actually getting the business. But when he has all that preliminary information, he is more nearly in the position in which he would be if attempting to enter new territory in the domestic market.

The manufacturer in Burlington, Vt., who has decided that there is a good market for his product in the remote interior of China will naturally regard the remoteness as a decidedly real difficulty. Is he going to deal direct or is he going to deal through an intermediary? If through an intermediary, what sort of intermediary—an export merchant in New York or Boston, or a big general importer in the country to which he is going to export, or a commission house? In the different markets the different methods of sale have their peculiar advantages and the manufacturer who decides to export his goods soon realizes that the actual mechanism of foreign trade is very complex.

STUDYING ADVERTISING METHODS AND TRADE CUSTOMS.

Advertising policy in the foreign markets is another matter for reflection. Typical, successful American advertising campaigns may be entirely fruitless in certain foreign countries, although the history of Selfridge's store in London affords some evidence to the contrary. There can be no doubt that display and the placing of actual samples are of great value in a foreign advertising campaign and that this method is practically indispensable when the effort is being made to introduce a brand-new product.

The manufacturer going out for the export trade must, moreover, as has already been pointed out, regard the export trade as a permanent branch of his business and not merely as something with which [illegible]hen the home trade is dull.

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financial standing of the purchasers is a very vital detail in
; up business connections with foreign countries. The German
acturers have found their banks of immense assistance in this
. Credit conditions vary in the different markets. While, of
, there are no fixed standards applying to individual markets as
s, there are certain trade customs in the quotation of prices
ıe regulation of the terms of payment that can serve in a gen-
'ay as a standard. The foreign buyer may be content with an
. quotation or he may not. He may insist on c. i. f. quotations
may require that prices be quoted for merchandise delivered,
arges paid, at his warehouse. These different types of quota-
impose varying degrees of trouble on the actual exporter, and
:cise knowledge of the different shipping routes and shipping
is of greater or less necessity, as the case may be.
iefly stated, the foregoing are the difficulties of the export trade.
;ing from the reports of official representatives abroad, America
not met these difficulties so vigorously and efficiently as has
nany. This may have been because the export trade is a more
matter for Germany than it has been in the past, or is likely to
ı the near future, for the United States as a whole.

DOING THE RIGHT THING.

. characteristic of German foreign-trade methods has been doing
right thing in the right place at the right time. It is stated
ısionally that the Germans grant unbelievably long periods of
lit; that they quote prices delivered in the foreign customer's
rehouse; that they supply only merchandise of the highest quality,
. But the Germans do not do these things in every instance.
rman experience in all the foreign markets has given the Germans
; happy faculty of granting this or that particular facility in
s or that particular market when to grant it is the proper thing
do. There are some foreign markets where long credits are a
cessity because interest rates are so much higher there than in
ırope or because the merchants in those markets have had to wait
ng periods for the crops to mature before obtaining their own
oney for the merchandise that they have disposed of. In such
stances the Germans have met the issue squarely and have granted
ıe necessary credits to get and hold the trade. Similarly, there are
:rtain markets where the quotation of prices delivered at the cus-
)mer's warehouses is the only way in which the business is to be
btained. In cases of this kind the Germans have quoted prices
ccordingly. However, there are other markets where many of the
uyers are in a position to handle merchandise more favorably when
quotations are made f. o. b. port of shipment or c. i. f. port of arrival,
ınd in these circumstances the Germans have simply quoted prices
ın the manner that has proved most satisfactory to the people with
whom they were dealing. As for the quality of merchandise sold,
the Germans have, indeed, kept the quality up to the standard that
has been set, but they have been particularly adaptable to the wishes
of their clientele. If they have been requested to furnish merchan-
dise of the very cheapest grades, that is the kind of merchandise

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they have supplied. If they have had orders for the medium qual ties, then they have supplied the medium qualities.

The various popular generalizations concerning what the German have done in foreign trade are, like so many generalizations, mis leading. The most apt general statement that can be made con cerning German foreign-trade methods is that the Germans hav done what the foreign markets and the foreign customers desire.

The Germans have not jumped into the foreign markets with th expectation that they were to get a flourishing trade immediately Patience in waiting for results has been a noteworthy phase of th German way of doing things. Just as the Hamburg-American Lin has established regular steamship connections with certain foreig ports at times when it was manifest that sufficient traffic to pay fo the service would not result immediately and has depended on th gradual rise of traffic to a profit-making level, so have the Germa exporting concerns established their service in foreign markets an conducted it, sometimes for very considerable periods, on a losin basis. They have had good reason to believe that eventually th markets would pay and they have had the courage to step in an nurse the trade along until such a time should arrive.

The results of the German penetration into the business life o certain great communities were surprisingly apparent shortly afte the outbreak of the war. In Russia, for instance, it became plai how thoroughly the Germans dominated certain entire industria and commercial fields. In some cases all machinery, raw materials and even workingmen were drawn from Germany. In some of th South American markets German houses had practically monopolized the trade in certain lines, so that after the outbreak of the war it wa found difficult to make prompt readjustments to meet the changed conditions. The Germans have always followed the policy of "living with the trade" and, with very few exceptions, this policy has brought eventual success.

THE ACTUAL FOREIGN-SALES ORGANIZATION.

The Germans have exercised the utmost care in choosing their representatives abroad. They have felt—as some American manufacturers have felt to their detriment—that German representatives abroad are inclined to be more active in pressing the sale of their goods than are representatives of other nationalities. For that reason a German firm has rarely had any but German representatives in foreign markets, especially in the more important foreign markets. The German concerns have used the utmost care in building up their sales forces. They have chosen young men who were trained in the German commercial schools and have given them some experience in the German end of the business before sending them into foreign countries. These young Germans going abroad have ordinarily been well equipped for the work they were to do. They have at least had some idea of the language of the country to which they were going and some knowledge of the country's commercial and economic position and of the customs and manners of the people. Most often they have been sent out in subordinate capacities, because their period of apprenticeship was still continuing. These men, immediately on

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ıg at their foreign posts, have set out to amplify their knowledge language and of local business practices and of the needs, likes, slikes of the people. This feature particularly impressed the James Bryce in the course of his tour of South America a few ago. He was informed that while the British young men who o South America new in foreign-trade work were spending their round the clubs or merely killing time in their leisure hours, the Germans who came there were diligently studying and equip- themselves for further usefulness in their work.

TRAINING OF GERMAN FOREIGN SALESMEN.

·. Leener relates an experience of some German concerns which a young man, on a fixed salary, to one of the Central American tries and established him in a small retail business. Through experience this German became familiar with the requirements ıe great mass of people in the country, and conditions there were far different from conditions in the neighboring republics. With excellent basis of information and actual trade experience on a small scale the German houses made a more strenuous effort to and their trade, and, thanks to the efficiency of the German agent had sent out and of his assistants, likewise Germans with sub- ıtial foreign-trade training, their efforts were highly successful.

n the German business houses there is more the idea of a service h definite prospects of advancement than there is in most Ameri- ı business concerns. The young men who make good in their ·iod of apprenticeship in foreign fields are advanced and occupy ı more responsible positions in the employ of their firms as they ow they are fitted for them. In this manner the Germans have ilt up a sales force that is held up as a model by most writers on reign trade.

The German commercial traveler as a salesman is probably not the ual of the American commercial traveler, but as the representative his firm abroad he is apparently superior to his American competi- r. The commercial traveler has generally a secondary rôle in oreign commerce. The resident agent is the mainstay of the export ouses. It is clear that a drummer who makes trips over an extensive erritory only once a year, or possibly once in two years, is not able to et a firm grasp on the trade. In recent years the commercial trav- lers have been the characteristic means of entering foreign markets, nd firms that have endeavored to export direct have had their ravelers in all markets where they were campaigning for trade. The ervice of the commercial travelers has been declared to be the ypical American medium of going after trade, but, according to the testimony of American consular officers, the German travelers greatly outnumber the American travelers in foreign fields. Moreover, as a rule, the German commercial travelers pay more frequent visits to their customers than do the Americans. This is frequently possible because of the fact that the German travelers are attached to some local branch office or warehouse of their concerns, whereas the American travelers in competing lines are frequently sent out from the home office in the United States. The resident agents are more effective in foreign trade for the reason that they are able to keep their concerns better posted on changes in local conditions, on the

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credit standing of the local firms with which they have been doing business, and on changes in the nature of the competition which they are encountering.

Some large American shoe firms and some firms in other lines of trade set the pace in foreign trade by establishing their own retail stores abroad. The German shoe manufacturers, however, were not slow in appreciating the value of this method of procedure, and the increasing number of the "Salamander" stores in foreign countries was a testimonial to the alertness of German competition in lines where the American manufacturers have been most progressive.

The extensive use of intermediaries in the German export trade may be a surprise to the many Americans who have, for one reason or another, come to believe that all the German houses do their trade abroad direct. American business men in this country, however, who have been large purchasers of German merchandise, are well aware of the fact that in many lines the trade is chiefly conducted by the big German export houses or by the big American import houses and not by the German manufacturers.

FOREIGN SUPPLY DEPOTS AS A TRADE ADJUNCT.

There are many things to say both for and against direct trading in certain lines of merchandise and in certain markets. No general rule can be laid down that any one of the various methods of going after the trade should be settled upon to displace all the other methods. In individual cases the choice of direct trade or of one of the various methods of trading through an intermediary must depend on the immediate circumstances of the location of the prospective customers, amount of knowledge concerning their financial standing and resources, and familiarity with foreign trade on the part of the manufacturer, nature of the product, etc. The export merchants, the commission houses, the import merchants, the commercial travelers, resident agents abroad, retail stores abroad, and mail-order service all have their useful functions in the conduct of the export business, and the American manufacturer who really seeks world trade must learn to use each in its proper place.

Certain lines of merchandise leave no choice to the manufacturer as to how he shall conduct his foreign sales. Certain lines of merchandise demand that the manufacturer's skilled representatives be within easy distance at all times. For example, complicated pieces of mechanism where there is the liability of a certain amount of breakage and constant need of replacement of parts demand that the manufacturer should have resident representation, which shall be of such a sort that it can furnish all the attention required. Thus, American manufacturers of special machines, such as typewriters, sewing machines, computing machines, and cash registers, have experienced the necessity of having trained mechanical experts accessible in the countries where their products are sold. When a delicate part needs to be replaced or when the mechanism goes wrong in some respects, the purchaser can not be expected to wait for relief from the country of manufacture. There must be skilled mechanics in the sales territory who can keep the machinery in repair, and there must be a sufficient stock of supply parts on hand to make possible im[illegible]lacement when replacement is necessary.

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Similarly, in the trade in various lines of implements, machine tools, and machinery entry into foreign markets has enforced on the manufacturers the establishment of supply houses abroad with ample stocks and skilled installers and repair men. A number of the biggest American firms have equaled, and in some instances surpassed, the Germans in rendering service of this kind, but other American firms have attempted to enter the foreign field without making provision for rendering the necessary services. The latter have deservedly incurred the hostility of the foreign importers who have purchased their highly technical machines and then have found themselves stranded when the mechanism went wrong and when repair parts were required.

CAREFULNESS, RELIABILITY, PROMPTNESS.

It has been indicated that the German industrial system of manufacturing primarily for export has of necessity given the Germans the reputation of carefulness and promptness in executing the export orders. The German firms have patiently worked to build up their good will. They have not gone after the trade with the idea that the size of actual sales is the all-important thing. They have patiently labored to establish themselves in foreign markets by giving the service that was wanted and keeping the quality up to the standard originally set.

Rival merchants of other nationalities are continually claiming that German merchandise is cheap and tawdry. As has been pointed out, however, German merchandise is cheap and tawdry only when cheap and tawdy merchandise is sought. If the German firms were selling high-grade merchandise, each successive order of the merchandise shipped would be of the same high quality as the original shipment, and, on the other hand, if cheap and tawdry goods were the subject of the original order the subsequent shipments would be of merchandise of the same quality. The Germans have realized that there is an almost unlimited world market for cheap goods, and with their usual business foresight have gone out to get the bulk of that class of trade. That is probably what is really meant by the claim that German merchandise is cheap. The German factories turn out enormous quantities of low-priced wares, but the German firms have built up their good will while selling these very articles. The good will has been built up on the strength of their cheap and tawdry wares in many instances (toys, pottery, cutlery, novelties, etc.), just as assuredly as it has been built up on their high-quality wares in certain other lines, as, notably, scientific instruments, electrotechnical supplies, and chemical products. Permanent success in foreign trade depends on the filling of orders according to specifications. The German exporters have done this with particular care. According to the reports of the American officials abroad, Americans exporters have not.

Delay in handling and in the shipment of goods ordered abroad has been another sore spot in the American export trade. According to the consular reports, goods ordered from German firms are usually dispatched at once, and the German firms endeavor to ship their consignments by the cheapest and most expeditious of the possible routes. It is in the Far East that complaints against American

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shippers in these regards have been most numerous. It has been claimed that American shippers have been remiss in many transactions where speed in delivery was essential and that for this reason contracts for merchandise required at definite future dates were often signed with German houses rather than American houses. American shippers should not neglect the time element in their foreign transactions.

GERMAN "CUSTOM" METHODS AGAINST AMERICAN STANDARDIZATION.

The need of catering to the likes and dislikes of particular communities in certain lines has already been referred to. On this point it should be indicated that the German system and the American system, industrially, are radically different. America is the classical land of standardization of output and of production on an enormously large scale. Some of the writers on foreign trade insist that if the Americans want to get the trade they must heed every local prejudice as to the shape, size, color, design, and ornamentation of that merchandise. These point out that Germany does this sort of thing and as a result captures foreign trade. A prominent Massachusetts textile dealer has recently vigorously opposed the suggestion that American manufacturers should go out after trade with any such idea. It is argued that Americans can not afford to change the nature of their output to suit the mere whims of the natives in this or that smaller or larger territory. There are certain lines where American competition in the world markets depends primarily on America's ability to turn out a uniform product on a very large scale.

With the cost of labor in this country as high as it is, to alter the product in certain respects to suit the taste of the individual purchasers or even the tastes of some entire communities might entail an expense on the part of the American manufacturer that would put him beyond the possibility of competing with the Germans and other foreign manufacturers in the world market. Some American manufacturers realize that the only secret of their success in world competition is that their prices are lower, and they realize likewise that the secret of their lower prices is the concentration of their work on certain uniform or standard lines. As one shrewd American writer on export matters puts it, the German method is making articles to order, "custom-made." The American method is to make a standardized product. If the foreign buyer insists on having a product which pleases his fancy but which would throw the American large-scale producer out of the competitive market, then let the foreign buyer turn to Germany. Manufacturers who have prospered in producing a very limited number of standard lines naturally have no sympathy with the recommendation of Government officials and travelers that one must give the foreign customers exactly what they have been used to having and not try to force on the American models, which are different.

There are arguments on both sides. Special Agent Brill, of the Bureau of Foreign and Domestic Commerce, recently made a close study of South American markets for hardware. In many lines of hardware the Germans are strongly entrenched in South America. Mr. Brill brought back with him a miscellaneous collection of samples

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e German products that are being sold in South America, among h were locks of various eccentric shapes and bolts that differ ly from the accepted American patterns. Mr. Brill pointed out in a product of this kind where utility is the first consideration uestion of furnishing queer shapes with which the South Ameri- buyers are familiar is really of slight moment. He made the t that successful competition on the part of the American hard- e makers depends first upon marketing an article that will serve purpose as well as the foreign-made article at a price that will be orable in comparison with the German products. He urged erican manufacturers not to attempt to duplicate the German- de hardware, but rather to put into competition with it the ar- les serving the same purpose which they can produce to the best vantage. Hardware, unlike clothing and food products, is some- ing in which personal whim and the custom of the buyer play a bordinate part. In the case of hardware and many other lines of erchandise, American producers must force their products into the reign market by demonstrating that they serve the purpose as well or, if possible, better than the foreign-made merchandise.

The manufacturers in the different lines know how strongly the ctor of custom and personal experience enters into the question of ie shapes, styles, decorations, etc., which should be supplied. In nort, no hard and fast rule can be laid down that American manu- acturers must meet the whims of the foreign buyers or that Ameri- an manufacturers can disregard the whims of the foreign buyers. n some articles these whims are one of the determining features and n other articles they are only minor details in determining the mer- hantability of particular products. The Germans have made a great success of catering to whims in various lines. American suc- cess in some lines must undoubtedly depend on similar methods, but American success in other lines depends on making the most of the American institution of standardized products, even if American manufacturers have to force these products in foreign markets where at the beginning there may be some personal prejudices against them.

MANUFACTURING PRIMARILY FOR EXPORT.

In Germany numerous manufacturing establishments work either exclusively or primarily for export. Many a curious visitor in some of the picturesque little towns in Thuringia, Bavaria, and other parts of Germany has been surprised to learn that the numerous manufacturing plants there were operating to supply markets across the seas. This has been particularly noticeable in the novelties trade. Many factories making little novelties and knicknacks work almost exclusively for the export trade. An American visitor in a metal-novelty factory in Germany shortly before the war was surprised to find that most of the workmen were engaged in manufacturing articles only for consumption in America. There were ash-trays and napkin rings and badges and knives with representations of the United States flag, of the President, of the State capitols, of the public buildings in Washington, D. C., of the natural and artificial wonders of the great American scenic resorts, and so on. This firm in a very small town in Germany was employing hundreds

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of workmen on articles primarily for consumption in America. The factory was making not only these articles for the United States, but similar articles for Brazil, Argentina, Chile, Peru, Cuba, Mexico, and Canada. The rulers and popular heroes in the different countries, the national emblems, public buildings, and scenic wonders were all being designed and reproduced in metal.

This specific example may be extreme, but Germany is covered with industrial establishments that look primarily to foreign countries for their markets. As has been pointed out, the demands of the home market in Germany are so restricted that large-scale production soon turns to foreign markets for an outlet. The German manufacturers, as a rule, do not look on the export trade as a possible emergency outlet in case the home market does not come up to expectations. The export trade, on the contrary, is regarded as an essential part, possibly the predominating part, of the sales field for the various manufacturing industries. Accordingly, the German manufacturers give the most painstaking and thorough attention to all transactions connected with acquiring and holding their export markets.

NONACCEPTANCE OF ORDERS DESTRUCTIVE TO TRADE.

In this country to-day scarcely a popular magazine article on the subject of winning foreign markets or "grabbing" the export trade fails to tell a story of the painful experience of this or that foreign purchaser of American wares, caused by the American way of looking at the export trade. The story usually runs that the foreign buyer had at length decided to risk an order with American manufacturers and that the first shipment of the American goods proved very satisfactory. It may be that a second shipment was obtained and proved equally satisfactory, but at about this stage the foreign buyer was shocked to receive a reply to one of his new orders to the effect that the American manufacturer was so busy in supplying the domestic market that he could not bother with the foreign order at that time. This, of course, disrupted the business of the foreign buyer, who promptly announced that this would be his last experience with American goods and straightway turned to the German manufacturers, from whom he knew he could expect more courteous and businesslike treatment.

Although this story is hackneyed, the fact that nearly every American traveler who returns from a business trip abroad and who is able to get his articles published in the magazines tells a story along this line, would seem to prove that many foreign buyers of American merchandise have had such disagreeable experiences with American manufacturers. The American manufacturers have had so much activity in the tremendous home market in the United States that they have not deemed foreign trade worth working for. When some foreign trade has come to them by one chance or another, they have regarded it as lying at the very outer edge of their business, and if any part of their trade has had to put up with inconveniences and delays it has been this foreign trade. In a year when production has been so great that there has been a surplus of merchandise for the American market many an American manufacturer

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ed with avidity to the export merchants and sought a chance
se of his surplus abroad. Such, however, was only an inci-
d was regarded as outside the ordinary course of trade.
y, when the foreign trade of a particular manufacturing
ment has been of this incidental character, it has received
idental and scant attention. Now, however, if the American
cturers are going to make a direct effort to capture foreign
his attitude must be changed. The foreign customer must
the same careful consideration that the domestic customer
s. He must not be dissapointed and made to feel that the
an manufacturer cares little whether he has his trade or not.
rity in meeting the wishes of the foreign customers is essential.

CHOOSING NAMES PRIMARILY FOR EXPORT.

y a German manufacturer in embarking on the manufacture
rticular product has selected an international name; that is, a
which is pronounceable and which possibly has some definite
ng not only in Germany but also among the people of the other
ies where he expects trade. Max Winterfield, of Hamburg,
ne leader of an orchestra. He began to write light opera and
nvinced that his productions would be popular. He early had
s of having his music played around the world. He accord-
adopted the now well-known name in musical circles of Jean
rt (an Anglo-French combination), known everywhere as the
oser of "The Queen of the Movies," "Modern Eve," etc. In
ting the name Jean Gilbert the German composer was doing
ly what many German business men with an eye to world trade
been doing every day. Before choosing their business name or
trade names they have carefully studied up the possible for-
markets for their goods; then they have selected names which
mean something and which may be pronounced in the lan-
ges spoken in those markets. Thus, some of the well-known
nan trade names are Victoria, Lux, Regina, Rex, Commando,
a, Cosmos, Elite, Avanti, Cipria, Ideal, Universal, Excelsior,
eka, Mercedes, Oryx, Zett, Vinco, Kohinoor, Pebeco, Titania, etc.
of these names are as easily pronounced by a Spaniard or a
naman as by a German or an American. This is one of the many
ll points that the German manufacturers have kept constantly in
nd, in connection with the fact that in a business concern manufac-
ing primarily for export the requirements of the German home
rket are subordinate to those of the foreign markets.

FOREIGN CREDITS.

The statement is frequently made that the Germans get foreign
siness because they grant long credits. The following summary
om Foreign Credits (Special Agents Series No. 62 of the Bureau
Foreign and Domestic Commerce) makes plain just who gives
ese credits and the circumstances under which they are given:

It has been mentioned that one of the principal functions of the
xport merchant is to relieve the manufacturer of the risk of foreign
redit. This risk, of course, is considerable. The German manu-
acturer is still less able than his American or British competitors to

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finance the purchasing operations of a large number of foreig buyers, to wait months for the receipt of funds, to run the risk of t foreign customer refusing to receive the goods or to pay for the In order to be able to keep on manufacturing, the German manu facturer must have the capital invested in the manufacture of h goods returned to him with considerable promptness in the shape money. This is true of manufacturers in all countries, but pa ticularly so of German manufacturers, since the employment of i dustrial credit in Germany is exceedingly widespread and manu facturers work to a large extent with "other people's money."

The foreign customer is unable to pay cash for his goods. If th foreign customer does not command adequate means at home, or ha at his disposal a reasonably cheap credit, he must postpone the pa ment for his purchases until he has disposed of his imports or receive the value of his exports.

The export merchant through his branches within the sphere of h activity is in touch with the customer. He has the means to finan the foreigner's imports, either through his own capital or with th assistance of the banks.

WHO GRANTS LONG-TERM CREDITS.

It should be stated that the long-term credits granted by th Germans in Latin America and the Far East, and in fact in almost al export markets, are credits granted not by manufacturers but by th export merchants, with or without the financial assistance of certai banks. Excepting in the European countries, German manufac turers seldom, if ever, grant direct credit to foreign customers.

The export merchant pays the manufacturer in cash. This mean in Germany cash within 30 days. All Hamburg export merchant settle with manufacturers within 30 days. This is considered "cash," because the time is taken not for the sake of credit but for the sake o convenience. The export merchant wants to have the goods in hi possession before he pays. Nor does he utilize the entire 30 days, bu makes a practice of paying on the tenth, fifteenth, last, or any othe specified day of the month following the purchase, because it is mor convenient to pay all such invoices at one time.

Of course there are exceptions to this rule. In the machinery trade, particularly where machines are built to order, one-third o the purchase price is paid by the exporter to the manufacturer with order, the balance when the machine is received by the exporter o his agent. Certain goods are "cash" lines, demanding payment on the week-day following the transaction. These are principally min ing and agricultural products. German ore, and foreign goods, such as nitrate, coffee, tea, cotton, and oils, which the exporter buys for resale to other export markets, are settled for in "cash," while the foreign buyers are granted time within which they may settle.

With regard to standard terms of payment for this or that class of products, the German manufacturers have been unable to do much that is definite. Flirting with "direct" trade as some of them are, they must and do turn to the German export merchant for prompt and precise settlement. On the other hand, the German cartels, be ing largely combinations of producers of raw and semimanufactured

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s, have done a great deal to standardize their credit terms me to time, dependent upon the production, demand, and local conditions.

iave noticed that the financing of foreign shipments from ıy is attended to by Germans through credit granted by the merchants to their over-sea customers. The time will prob- ıme when the so-called export markets will be economically pendent as to be able to finance their own foreign purchases. that day comes, the export merchant will have to market his s on a different basis. With cash or short-term credit pre- ; it will be far easier for a manufacturer to conduct a vastly sed direct business with over-sea countries.

trade of Germany with the United States had become a cash ırt-term credit business. Middlemen, where used at all, were for the sake of convenience but not for the purpose of financing ade. American customers, therefore, also received the benefit ıch lower prices in Germany than those quoted by Germans to over-sea customers requiring long-term credit.

STOMARY LENGTH AND CURRENCY OF GERMAN FOREIGN DRAFTS.

hile there is no such thing as "standard terms" of credit, whether ted by Germans or by any other exporters, for the reasons ıdy mentioned, certain general data with regard to the customary th of time drafts may nevertheless be given.

ne customary length of German drafts on over-sea countries was ollows:

uth America: 3, 4, 6, 9, and 12 months; most frequently 3 and 6 months.
ntral America and West Indies: 4, 6, and 9 months.
ıstralia: 30, 60, 90, and 120 days.
ına and Japan: Mostly 3 months; also 2, 4, and 6 months.
utch East Indies and Straits Settlements: 30, 60, 90, and 120 days, up to 6 ths.
ritish India: 30, 60, 90, and 120 days.
outh Africa: 60, 90, and 120 days, up to 6 months.
Vest Africa and East Africa: 30, 60, 90, and 120 days.
lorthern Africa and Asia Minor: 4 to 9 months.

Drafts, even if drawn and accepted for a certain time "after ght," are frequently extended and renewed by German creditors. erman exporters are also occasionally forced to sue because of non- yment of accepted drafts. This is in case of sales to financially eak concerns or firms whose standing has undergone a sudden de- rioration. Business on the basis of "drafts," even if discounted by anks, is always a credit business and not a cash business, as is nagined by many American manufacturers.

Still, owing to London's eminent position in the world market and ne preference of over-sea customers, the sterling currency, which is perfectly well-known quantity overseas, was, before the war, almost niversally used by German exporters in their dealings with Aus- ralia, South Africa, China, Japan, and the British and Portuguese olonies in Africa. The mark was used to a larger extent than the sterling in German dealings with South American countries. It was almost exclusively used in transactions with the exporters' own branches overseas. In dealings with Egypt, Morocco, and Asia Minor the German exporters employed the French currency.

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To sum up with regard to currency in which drafts are drawn it may be said that the Germans have been accustomed to draw in pounds sterling on the Far East and western Africa, as well as on most British colonies, in pounds sterling and marks on Central and South America, in rupees on India and eastern Africa, in francs on Asia Minor and northern Africa.

When the German draws his drafts on an over-sea customer he figures the loss of interest suffered by him in connection with the particular credit. He will figure the time lost in transit, in round figures, as so many one-half and one-fourth months.

Everywhere in Germany voices are heard against the undue extension of long-term credits at home and abroad. In times of financial stringency, such as prevailed in Germany during the Morocco controversy with France, the results of looseness in credit dealings are plainly apparent. There is a certain element of peril in too liberal credit facilities.

The English attitude on the subject of losing occasional orders to the German export trade, where the latter holds out better credit terms, is worth noting. The English exporters feel that longer credit is a poor selling argument and one most likely to appeal to customers whose business is least desirable. Where German manufacturers, in their noticeable struggle to do away with middlemen and to sell direct, have given credit to customers abroad, they have frequently had disastrous experiences. The export merchants of Germany, with the help of the banks and their own organization, are equipped to grant long credits, but they are careful not to do so to financially weak customers, unless their struggle for more business gets the better of their judgment.

FOREIGN ADVERTISING.

Efficient publicity has been one of the strong factors in German commercial success in foreign fields. Recently a commercial agent of the Bureau of Foreign and Domestic Commerce who investigated the hardware trade of South America brought back with him a number of hardware catalogues issued by various German manufacturers for use in South America. The catalogues were elaborate in make-up and contained descriptive matter not only in German but in French, English, Spanish, and Portuguese. Of course, catalogues of that nature could be employed not only in South America but in the greater part of the foreign-sales territory of the German firms. The catalogues showed illustrations of the wares, gave the gross and net weight of the individual articles and of the parts of articles when such parts were made of different materials. Prices were quoted plainly in more than one currency, and the units of weight and measure were those of the metric system. The catalogues were ideal for the purpose for which they were employed. They gave the prospective South American buyers every detail which was necessary to allow them to determine whether or not the German merchandise prescribed could be sold by them to better advantage than any other lines they were handling. The proper preparation of catalogues and sales literature for foreign business has been given particular attention in Germany. The German consular reports do

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not contain the continual injunctions to German manufacturers to have their catalogues printed in the language of the country to which they are sent and expressed in units of weight and measure familiar to their foreign buyers—admonitions that the American consuls have found it necessary to repeat many times.

The use of samples is of decided assistance in acquiring foreign trade, and too many American would-be exporters have failed to appreciate that samples should form a regular subdivision in their advertising accounts. Only recently an American concern that is catering to foreign trade has had considerable correspondence with the Bureau of Foreign and Domestic Commerce to find out how it could collect payment for samples of merchandise forwarded to a responsible European buyer as a result of the request on the part of the latter to see specimens of the goods that the American concern was trying to sell. The total amount of the bill over which this American exporting house was so exercised was well under $5. The American firm had no idea that this use of its samples might well be charged up to advertising and was bent on enforcing payment. A German exporting house, under the same circumstances, would undoubtedly have regarded the sending of samples, even from the time of shipment, as an advertising expense. Whether or not the house had received orders in consequence the responsible foreign importer would scarcely have been pestered with requests for payment on the samples.

CUSTOMS DUTIES AND POSTAGE ON ADVERTISING.

Another point in connection with the shipping of samples and other advertising matter abroad for which the American consular representatives are continually upbraiding the American firms is their disregard of foreign customs-tariff requirements. In most foreign countries samples of merchandise are dutiable unless they are in such tiny quantities as to be without commercial value or unless they have been cut or otherwise mutilated so that their commercial value has been destroyed.

Also, there are customs duties to be paid on advertising matter, except for single copies of catalogues, price lists, etc. Many American firms have sent out advertising matter broadcast without even so much as inquiring concerning the customs treatment of advertising matter and samples in the different foreign countries. In consequence their catalogues and samples have either been returned to them because of nonpayment of the customs charges or they have been held up in the foreign customhouse, awaiting the payment of customs charges, or, in some cases, the foreign addressee has paid the customs charges and thereby has started with a financial grievance against the American firm. The Germans learned these rudimentary lessons in foreign-trade requirements years ago, and the conduct of their advertising campaigns has been much smoother than that of many American concerns.

Another trivial detail in this connection is insufficient postage, which has been an old charge against American export houses. A number of American concerns have gone into the export trade without paying any attention to the differences in postage rates for for-

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eign mail and the postage rates for domestic mail. The result has been that in some cases the foreign addressees of these American houses have had to pay not only the difference between the regular American domestic postage rate and the foreign rate, but also a surcharge by way of a penalty.

These little faults have been one of the reasons why American firms have not kept abreast of their German competitors in foreign markets. The German manufacturers and exporters have often had a more thorough realization of the difficulties of foreign advertising than the Americans, and although America is pointed to as a shining example of large-scale advertising and aggressiveness in the pursuit of business the American methods have not always been successful in foreign fields. Not infrequently the explanation is to be found in the failure to make a preliminary study of foreign conditions.

PACKING FOR EXPORT.

The shortcomings of American packing of export shipments, in comparison with the correct packing of the German shipments, have been a favorite theme of the American consuls for many years. Scarcely a week passes when the Bureau of Foreign and Domestic Commerce does not receive some complaint on this subject from at least one consular officer in some part of the world. The recurrence of the accusations against American packing caused the bureau to issue two monographs on the subject of packing for export. The second of these (Miscellaneous Series No. 5), published in 1911, sets forth in detail the views of consular officers throughout the world on the needs of packing for the widely different conditions affecting foreign shipments to different places. It also contains a chapter on the effect of packing on customs duties. In this feature of the export trade, as in many of the other features, the Germans are pointed out as having made a scientific study of the requirements of individual export markets and as having adapted their packing to these requirements.

An American consul in Colombia states that German catalogues for circulation in that country give quotations for merchandise packed for transportation on bull and mule back, in addition to quotations for merchandise packed for rail and steamship transportation. The illustration shows how specialized is the German export technique. The Germans have always at heart the building up of good will, and in their export packing they give careful consideration to the interests of the ultimate receiver of the goods. They do this not only when they are selling direct but likewise when they are selling through commission agents and the big export and import concerns.

In some parts of the world, notably in South and Central America, transportation is by cart, by mule, burro, llama, or bull, or by man carrier. In other countries the camel is the accepted means of transportation. The llama can carry a total weight of about 100 pounds; the burro, a total weight of 150 to 200 pounds; the mule, from 200 to 250 pounds; the camel, from 350 to 450 pounds. Packages for transportation by these animals should be one-half the weights mentioned, as one package is carried on each side. The weight that can be carried by man carriers varies from 100 to 150 pounds. The German exporters aim to pack their products in units suited to the means

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of transportation that they know will have to be employed before the goods reach the ultimate receiver.

Another factor that has to be considered is the climate, both of the country of destination and of the route of transportation thereto. Moisture and heat both have to be considered. Then, there are the port conditions in the foreign countries. In some ports lighterage is necessary and the packages are often subjected to rough handling. In some ports there are not sufficient warehouse facilities and the merchandise is often exposed to the elements for long periods. The packing must, moreover, prove a safeguard against pilfering. The use of steel bands on packing cases often protects the merchandise in this respect.

FOREIGN CUSTOMS CHARGES.

The most important consideration in connection with the packing of export shipments is probably, however, the effect of packing on foreign customs charges. For customs purposes probably the most essential requirement is that the weight of the packing should be as low as consistent with safety in carriage. In many foreign countries, again notably in South America, customs duties on imported merchandise are levied on the basis of weight. In some of these countries gross weight is the basis of duty. It is manifest that in shipments dutiable on this basis the rate of duty, so much per pound or kilo, is collected on every pound or kilo, not only of the imported merchandise but of the packing that envelops the merchandise. Many an American exporter has called down upon himself the wrath of South American customers because of the great but unintelligent care that he has exercised so to pack his goods as to insure their safe arrival. The merchandise may have been packed with unusually strong and heavy packing material to guard against the roughest of handling en route. In so packing, however, the American manufacturer has too often not been aware that his customer would have to pay a high rate of duty on every pound of packing material employed. In some cases not gross weight but the weight of the merchandise plus the weight of the immediate containers—that is, the wrappings, pasteboard boxes, etc.—is the basis of duty. In such cases, of course, the manufacturer should see to it that the quantity of such packing is no greater than the nature of the merchandise demands. As a rule, articles of commercial value used as containers are dutiable separately. Accordingly, the export shipper should see to it that his containers are only such as the quality of his goods requires, else the importer may have to pay duty on a valuable container for which he may have no particular need.

SHIPPING SO AS TO AVOID EXCESSIVE DUTIES.

These are the most obvious comments on the necessity of studying the infinite variety of customs requirements affecting the packing of merchandise for shipment to foreign countries. The particular methods of customs procedure in some of the foreign countries have to be studied, in addition to the ordinary tariff requirement for the customs treatment of packing. There are numerous "tricks of the trade" which, when known to certain importers and unknown to others, have given the former a decided advantage in foreign markets.

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Thus, in Cuba an American consular representative recently reported that German importers had managed to effect considerable savings in customs duties by inclosing a few boxes of toothpicks or a few balls of string in each package containing brass beds, saddles, and other kinds of merchandise. The Cuban customs requirements are such that, in some instances, if merchandise of only one kind is contained in a package the duty is levied on the entire weight of the package and then an officially prescribed allowance is made for tare. When, however, the packages contain more than one kind of merchandise, bulk is broken and the duties are levied on the actual weight of the merchandise and the packing is dutiable separately. In the case of brass beds, saddles, and some other wares, it seems that the official tare allowances are not sufficient to cover the actual weight of the packing. Hence, the German importers were saving substantial sums of money by using their toothpicks or twine to break bulk and having the duty levied on the actual weight of the merchandise and then paying the duty on the packing at the low rate at which packing enters under the Cuban tariff. The German firms, by making a close study of how these customs methods worked out, had been in a position to make a good margin of profit over the American and other competitors.

In other instances the customs requirements have been such that savings might be effected by shipping the component parts of merchandise separately. In some cases a completed article would be dutiable at a high rate of duty, while the component parts of the article would be dutiable at lower rates of duty. By shipping the parts separately savings in customs charges were effected and only slight inconvenience was occasioned the importers who had to fit the parts together.

Again, one large American exporter of patent medicines discovered that in a certain South American country the duty on his preparation was decidedly high, whereas the duties on the constitutent elements of his product were much lower. He therefore established a branch laboratory in the country in question, shipped the constituent elements separately, and compounded them in his laboratory in the foreign country. His savings in customs duties were more than sufficient to cover the upkeep and cost of establishing the laboratory.

An American visitor in an earthen tableware pottery in Germany was amazed to observe that the earthenware plates, saucers, and other articles of pottery were being made exceedingly thin. He inquired as to the reason for manufacturing the ware in that manner and was informed that the articles in question were destined for South American markets, that the customs duties in the South American countries are levied on the basis of weight, and that it was necessary to make the dishes as thin as possible in order to get as many as possible in each kilo, the unit on which duty is levied. This is simply one example of the effect of the foreign customs duties on the construction of the merchandise destined for foreign markets.

The rule here is, of course, the same as for the packing—that merchandise for shipment to foreign countries where customs duties are levied on the basis of weight should be just as light as the nature of the merchandise will allow without making a sacrifice in utility.

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The Bureau of Foreign and Domestic Commerce has a division of foreign tariffs. In this division are filed the customs tariffs of every country in the world, together with all the available data concerning customs regulations and customs procedure, consular-invoice requirements, and foreign patent and trade-mark laws and regulations. In this division information can be obtained on all the foregoing points. Information is also to be obtained concerning the actual rates of customs duty on practically any products in practically any country in the world.

PERILS OF QUOTING ON A DELIVERY BASIS.

It has already been stated that to make some sales it is necessary to give quotations, inclusive of all charges, up to delivery at the warehouse of the foreign customer. Of course, to make any such quotations an absolute knowledge of the rate of customs duty, transportation charges, insurance, consular charges, and customs, port, and clearance charges of all kinds is indispensable. In making quotations of this kind, however, the utmost care must be observed. So many American exporters have lost money by quoting prices without an adequate knowledge of all the elusive charges between the place of departure of the merchandise and the foreign customer's warehouse that a general warning against such quotations has been given. It is very difficult for any one in this country to foresee every possible charge to which his merchandise will be subjected in foreign ports, and some prominent American shippers maintain that only the shipper who has his own representatives in the city of destination or who has had plenty of experience in effecting shipments of precisely the same kind can afford to quote prices on the "franco domicile," that is, delivery basis. The statement is occasionally made that the Germans quote prices on a delivered basis, but it may be safely assumed that they risk such quotations only in cases where they have entirely adequate facilities for finding out all charges.

The Bureau of Foreign and Domestic Commerce recently received a letter from a large American machinery concern asking what was the basis for the collection of ad valorem customs duties in China on machinery, stating that the firm in question had contracted for the sale of a large quantity of its goods on the basis of all charges prepaid. This firm had figured its customs duties at the correct rate, which was in this instance 5 per cent ad valorem, but had figured it on the basis of the value of the merchandise in the United States. As a matter of fact, ad valorem customs duties should have been figured on the basis of the value of the merchandise landed at the customhouse in China. The value in China was, of course, enhanced by the addition of the cost of transportation and the cost of insurance, and consequently the ad valorem duties that had to be paid were higher than had been anticipated.

This is another of the many subjects on which American manufacturers have proceeded with an incomplete store of information. Meantime their foreign competitors have made a more comprehensive study of the problems and have been able to proceed on a much sounder basis.

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CHAPTER II.

STUDY OF THE MARKET.

INTRODUCTION.

Primarily the problems of foreign sales revolve about one center, the study of the market. The first group of these problems is that of determining whether a demand exists or can be created for goods of the quality and price offered by the exporter. The second group of problems compasses the personnel of the trade channels and commercial practice in the foreign market. The third group relates to the factors which determine for each exporter the trade channels best adapted to his circumstances to secure trade contact with the foreign market.

The conditions which govern importation control the trade. Therefore, in his analysis of a market the export manager must put himself in the position of an importer and answer the question, Can these goods be imported into a given foreign market and sold at a profit? Among the factors which determine the answer are the class of goods, price and quality, the characteristics of the people, the purchasing classes and their purchasing ability, the freight rate, foreign concessions and investments, the climate, the condition of the roads, the size of the land holdings, customs duties, the internal organization and control over the merchandising channels, and merchandising methods.

The selections are arranged, first, to show what the experienced exporter considers essential to the study of the market, and, second, to show the use of the questionnaire as a method of securing information. Excerpts from typical studies of the market follow. The excerpts from the report on markets for American hardware in Chile relate primarily to fundamental industrial, commercial, financial, and shipping conditions, and in part to the effect of these conditions upon the market for hardware. The excerpts from the report on markets for boots and shoes in Peru discuss the relation of the consumer to the demand, emphasize the domestic merchandising problems, and the methods of securing contact with the market. "The Barber Business Abroad" illustrates the effect of customs and habits on market conditions.

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EXPORTERS ADVISE "STUDY THE MARKET."

EXPORTER OF MACHINE TOOLS.[1]

The exporter must, first of all, consider the market in question from the standpoint of its "buying ability" for his particular commodity. Much money is wasted every year, and export campaigns do not bring fruit simply because the firms behind them neglect to study the markets.

The matter of climate and altitude should not be overlooked. For example, there is a good market for heavy overcoats in Mexico City, because of its altitude, regardless of the fact that it is far south of us. Many centers of population in tropical countries are situated in altitudes which give them temperate atmospheric conditions.

The occupation of the people will indicate the needs of the community for raw material, machinery, tools, clothing, luxuries, etc., the latter depending greatly upon the degree of refinement of the population. Naturally, those people who can be compared with us in civilization, regardless of their geographical location, will be interested in buying commodities which we ourselves use and enjoy, such as automobiles, victrolas, pianolas, motor boats, photographic apparatus, etc.

On the other hand, the peoples in savage and semisavage countries may use cheap cotton cloth and a few simple utensils but would hardly create a market for laundry machinery, much as they might need it.

Knowledge of these conditions, based on study and observation, is the only way to ascertain whether there is a market for a product. It is an interesting and fascinating study, and well worth the time of any business man who desires to expand the horizon from which he secures orders.

NEED OF STUDYING COMMERCIAL LAWS.

Moreover, in going into new markets, it is well to familiarize one's self as far as possible with the commercial laws effective in those countries. Because we have certain laws for doing business in our country is no indication that these laws apply elsewhere. While the laws in approximately fifty independent foreign countries may differ (not to mention the colonies which may come under their jurisdiction, having their own local regulations), and while, at a glance, the complexity of this subject might appear discouraging, yet it is not hopeless.

Commercial law governing foreign transactions contains a degree of uniformity in fundamental principles throughout the world. Then again, there is a certain amount of trust, confidence, and business honor existent, when one's negotiations are carried on with reputable people, regardless of where they are located. A firm wishing to maintain its reputation and credit will find it obligatory to follow established business practices, rather than stoop to acts of cupidity. Commercial law has been largely built up by a long line

[1] R. S. Alter, vice president and foreign manager of the American Tool Works Co., in Proceedings of Fifth National Foreign Trade Convention.

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of precedents, previously established by merchants in dealing with each other.

There are two distinct legal groups involving civilized nations. The first includes the United States, England, and some of her colonies, whose law has not been reduced to fundamental codes—legislation coming under the head of "common law"—and is based on decisions of the courts and precedents. The second group includes practically all other nations, and is using what is called "civil law," which is closely related to the old Roman law. The underlying principles of this civil law are frequently embodied in the form of written codes. What interests us most in civil law countries is the section covering commercial codes, which makes quite a distinction between traders and commercial transactions, and nontraders and noncommercial transactions.

Therefore, in drawing up agency contracts, in shipping goods on limited or indefinite consignment, in allowing expenditures to be made for propaganda, and in dealing with trade-mark and patent matters, in sending salesmen to work independently of any established agencies, and in extending credits, it is advisable to become familiar with the legal points covering each in the countries concerned.

I take this occasion to speak a word of caution about the use of the word "agent" in drawing up various documents, as I have known cases where the use of this word by the manufacturer has placed him in a very embarrassing position when called upon to meet certain expenses charged to him by the party appointed as a sales agent.

SECURING DATA ON COMPETITIVE PRICES.

The matter of regulating the selling price of your products in foreign countries deserves the most profound consideration. The fact must not be overlooked that the foreign salesman or dealer is, in a large percentage of the cases, up against more competition than would be the case here in America.

Almost everything that America can supply can also be furnished by Europe, and therefore, in getting down to the final stages of a foreign deal, it is common experience to find that you are not only enjoying the competition of your American friends in your same line of business but also the European manufacturers in the same class.

It is obvious, in view of the additional cost of transportation, duties, etc., on shipments from America, that foreign dealers, thinking only of their own pocketbooks, might easily and willfully quote prohibitive prices on American products in order to sidetrack them and thereby be able to handle a similar article of European production on a much more profitable basis by bringing the price up sufficiently under the American to secure the business. This increase in price and the low cost of delivery of the European article would naturally make the margin of profit most acceptable. It therefore behooves us all to give this matter special attention, and the best place to secure the data is on the ground.

This brings me to one of my hobbies, namely, If you want foreign business, go after it in person. Take the time. Become personally familiar with the markets and the agents who are handling your

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interests. How can any dealer enthuse over principals whom he has never met and with whom he has never had the slightest degree of social intercourse? Insurance agents write millions of dollars' worth of insurance on the strength of their personal acquaintance, often on an unequal basis with their competitors, but the personal contact and bonds of friendship get them the business.

EXPORTER OF MUSICAL INSTRUMENTS.[1]

In starting an export department, it simply means that a new phase of the same industry is to be taken up and developed, and good common sense and business judgment, adapted to the qualifications of foreign trade and customs, are really all that is needed. Of course, this implies specific knowledge along those lines, and if one has not the advantage of obtaining an employee or employees with export knowledge, it means a good deal of study and attention to start the business going. This would necessitate the following:

1. General study of international trade conditions, concentrating particularly on local customs, purchasing power and competitive goods, import tariffs, cost of transportation, etc.
2. Decision as to specific markets in which you wish to begin the sale of your goods.
3. Intensive study of those particular markets so as to acquire a thorough knowledge of the necessary merchandising policy for each individual territory.
4. All plans and systems adopted must be flexible, to permit of adaptation to local requirements of each and every foreign country. This will also permit conformity to the constant process of progressive evolution which takes place in foreign trade just as in domestic trade.

It seems to me that the trouble with the layman in this country is the mystery with which he surrounds foreign business and the fear with which he contemplates it. Furthermore, there is the mistaken idea as regards the general lumping together in their mind of foreign business as one heterogeneous mass and considering it from the light of one selling problem for the whole world. Yet what up-to-date manufacturer would consider that he could go out into certain sections in this country and use the same appeal and methods as he would, for instance, in New York City? General sales methods can be followed, but they always require adaptation to local conditions. This holds true in foreign trade, yet more intensified than in domestic trade. The reason for German success in foreign business is, I believe, their talent for adaptation. They are not known as having great creative brain power, but they do take hold of an idea and develop it to the nth degree, whether it be science, art, or commerce.

COORDINATION OF DOMESTIC FORCES.

Of prime necessity, and one of the first essentials for the intelligent and coherent development of a foreign department which strikes very closely at home, is the education of your domestic forces to appreciate the importance and necessity of absolute coordination and coop-

[1] By Miss Lucy Goldsmith, Aeolian Co., in Proceedings of Fifth Foreign Trade Convention.

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eration with the "new baby in the family," otherwise, the "infant export department." If this factor is not comprehended, endless and unnecessary trouble is caused to the new department, and it is heavily handicapped at the start.

By coordination I mean that all the various departments and factors, whether productive or distributive, should have a constant contact, flowing inward to the export department, rather than endeavor to plan an infinitesimal export sector in each and every department. Recruit the information necessary for foreign trade factors from each and every one of your various producing and distribution domestic departments and concentrate all these for export into one channel. In other words, create an export department out of nothing, even if the department consists of only one person, but let that one person be a clearing house for the adaptation of domestic methods into their new guise of export distribution. After that has been finally decided upon, the export functions might be subdivided in the following order:

SHIPPING—CORRESPONDENCE—EXECUTIVE.

These in turn would require the following minor subdivisions:

Shipping.—1. Intensive study of the import requirements of the countries to which goods are to be shipped; packing, freight handling, transportation conditions, drawbacks, consular invoices, supervising correct billing, invoicing in accordance with foreign requirements, etc.

Correspondence.—(1) Routine (acknowledgments of orders, shipping advice, etc.); (2) constructive (system and adaptation of domestic methods, advertising, etc.); (3) creative (embodying direct sales promotion).

Executive.—The functions of the executive division of the export department should be merchandising policy, advertising (including catalogues issued here for distribution in foreign language) and banking, finance, and credits.

Last, but not least, as a factor of the export department—it is a necessity to always look ahead, prepare in advance for opportunities. In order to do that, we must constantly have the human element in the making, to be ready to forge links in the foreign field service in the years that are to come. We can not afford to wait until the opportunities are here and then say, "Where are the men to do the work?" It is up to us to discover latent ability and adaptability in this line of endeavor and develop this to the mutual advantage of this country, its future international relations and America's "place in the sun" as a world factor in foreign commerce. It is not only a patriotic duty of every American citizen to realize the importance of foreign trade, but to understand the part foreign trade can play in developing intercommunication and understanding of hitherto conflicting localized national ideas. There is also always the counter-possibility of the undermining effect of incorrect methods. Therefore, in carrying the Stars and Stripes commercially into every country, we must always bear in mind that we keep the highest ethics and ideals before us, as through these means other nations learn to know us, and they judge us accordingly by our actions.

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the bales and the bundles and the packing cases go "over the et them have something more in them than mere goods; let take the good will and the real spirit of the United States of ica as a message to the entire world.

SUGGESTIONS ON LATIN AMERICAN MARKETS.[1]

rst of all, there is the usual question, "What shall we do to urate and develop an export trade in Latin America?" That s from a firm which is going into that field for the first time. first suggestion that is given is obviously to determine the et for your goods, the size, location, and character of that mar- That is answered by giving a series of statistics, pointing out isely where those markets are, the amount of trade that has ed in that particular commodity from our greater competitors, lso from this country, the material available in various consular orts—which, by the way, leads me to suggest that in every in- ce before you communicate with a consular officer you find out ther by any chance a report has been submitted by a consul n the very subject that you have in mind, a report which might available for you in Washington without the necessity of a long it.

Second, having determined the character and size and location the market, other matters to be determined by the exporter relate the methods to be employed in approaching that market, the possi- ity of using salesmen, the restrictions upon salesmen, the fees acted from them, the various licenses that they have to pay, taxes one sort or another, detailed statements gathered from the laws the Latin American countries. (And here I may make mention the completion of a manuscript which is to be published by the ureau of Foreign and Domestic Commerce within the coming onths, a Commercial Travelers' Guide to Latin America, being pre- ared for the Bureau by a man that has had long experience in that eld—a report which will include detailed statements upon hotels and harges and fees, all questions that are confronted by the traveler who oes through Latin America. It is a rather voluminous report, but ne which I am quite certain will be invaluable for any traveling hrough Latin America upon business.)

The question continues, "So far as the methods to be employed are concerned, is it necessary to establish agencies there? What is the practice in other lines?" It is answered by a statement of what your competitors have done there, the definite citation of the names of prospective agents, without, of course, any commercial rating, because we are not permitted to give quotations that are accessible from other sources.

We give information on the question of advertising, material on the names of newspapers, their circulation, something possibly on their rates, some suggestion even as to their political leanings.

It was certainly humiliating to have sent up to our office just within the last week a copy of a Peruvian magazine which is violently anti-American, and yet to have 7 pages out of the 10 pages of advertising in that publication paid for by American money. On

[1] Julius Klein, Chief of Latin American Division, Bureau of Foreign and Domestic Commerce, in Proceedings of Fifth National Foreign Trade Convention.

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the cover was a cartoon which slandered the United States in the worst possible fashion, and on the back a full-page illustration advertising a prominent American typewriter—rather discouraging, I should say, and very easily avoidable with only a little discretion and inquiry as to the character of the sheets that you are about to use down there. That information is available simply by dropping a post card to Washington.

EXAMPLES OF GOVERNMENT INFORMATION SERVICE.

Now just a word or two as to perhaps more advanced inquiries, and I am very happy to say that we have been very gratified to have within the past month inquiries from some of the largest houses in New York, houses which we have supposed were very well served, and they certainly are well served with their own information bureaus, but yet calling for certain aspects of rather detailed information which a Government bureau might be in a position to secure more readily than a private organization.

There is one inquiry from a prominent hat maker in Buffalo, "What kinds of furs suitable for making hats can be obtained in Argentina, with some idea as to their quality, their character, and price?" The reply to that contained a translation of an article written by the director of the Zoological Gardens in Argentina, with details as to the kind of fur-bearing animals there, and statistics as to the prices in the Buenos Aires market last year.

We had an inquiry from a firm interested in the marketing of barrels and other containers for cement and various other products, calling for a list of the Portland cement plants in South America, and also asking, "What are the best newspaper advertising media on the west coast?" That was answered with details as to the names of the various newspapers on the west coast, something on their circulation and character and leanings.

Another question, "Can I sell steel safes in South America?" The statistics were sent showing the quantity of safes sold in the various countries in Latin America, the prices that were obtained, and various notes on some of the more important leaders.

"How can I market my portable take-down houses in the region devastated by the Guatemalan earthquake?" That was supplied by a statement on the emergency building laws decreed by the President of Guatemala, and also a list of builders in Guatemala submitted by the American consul in that city.

A firm wishing to establish machine shops in Tampico inquired as to the labor conditions there, wanted to know something on taxation and the price of crude oil, all of which was supplied from newspapers received from that section of the country, and also from memoranda obtained from the Ministry of Commerce in Mexico City.

"What are the designs, sizes, etc., of Bergmann tubing for electric wiring used in South America?" That was answered by inclosing a photostat, taken from a recent German catalogue, showing precisely the types of tubing, the sizes, and some details with pictures of that tubing. As a direct result of that reply, some 200,000 meters of Bergmann tubing were immediately started, that is, the manufacture of them was immediately begun.

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not detain you with further details. It is a matter, in rds, of your making your inquiries as specific as possible, s a little time, of course, to run down the various sources ; and then, if the information is not satisfactory, by all t us know. You will be astonished at the lack of comeback, eak, to the information that is sent out. Out of a hundred hich were sent out week before last in reply to various in- n the Latin American trade opportunities, replies came in to to the rest of them, we have no means whatever of knowing the information was satisfactory or not. By all means call ntion of the office to the fact that the information is not tly detailed or is not sufficiently clear, so that more definite may be given.

nclusion, let me just remark that in the provision of Govern- ervice, especially information service, there should be ample on in every case for following up the information regularly, e conditions in Latin America now are changing very, very , and if the data available in your own export department e than two years old you can be pretty sure it is useless. You keep in touch with things that are going on there right now, or that reason by all means keep in touch regularly with the is sources of information available, and make sure that the upplied to you is recent and is detailed.

EXPORTER OF EXPLOSIVES.[1]

s difficult to generalize on this subject. Methods which may be ly applicable to the marketing of one line of goods, such as the necessities of life, may not, in the same country, be applicable to furthering the sale of specialties or goods requiring techni- emonstration.

king South America as an illustration, our company is repre- d by export commission merchants on one coast and by local ers on the other, and in both cases we maintain a technical man he ground for the purpose of demonstrating the proper technical of our goods, handling of such complaints as may arise, and, general, cooperating with the merchants holding the agency. refore, the position of the Du Pont company is one of working in peration with, rather than in competition with, the export house, it is probably not an overstatement of the fact to say that, for country or another, we do business with 95 per cent of the ort commission merchants in the United States who handle our e of goods.

USE OF THE QUESTIONNAIRE IN STUDYING THE MARKET.

EXPERIENCE OF NEW ENGLAND JEWELERS' ASSOCIATION.[2]

The fact that the United States is not stronger in this line is evi- ently due to the lack of effort on the part of North American manu- acturers to enter this market. The only jewelry salesmen from the

[1] W. S. Gavan, assistant director of sales, E. I. du Pont de Nemours & Co., in Proceedings f Fourth National Foreign Trade Convention.
[2] From The Americas, Vol. I, No. 6, p. 39.

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United States who appear to have visited Argentina in the last few years were export men from New York dealing entirely in job lots of false jewelry. As a result of this lack of attention the United States has received less than 1 per cent of the entire business. The general impression among importers is that North American manufacturers should secure a reasonable portion of the business if they employ European methods and send here their experts to study the market and make connections. The sale of goods through the medium of catalogues is unprofitable. All the large jewelry importers of Buenos Aires send buyers to the European jewel centers to make their annual purchases from the manufacturers' stocks, but the North American manufacturer can not hope to do business with Argentina through this means unless he has first cultivated the acquaintance of the Argentine merchant, made him familiar with his products, and gained his interest to such an extent that he is willing to incur the expense of sending buyers to the United States.

Salesmen frequently arrive with complete stocks of goods in trunks and then sell directly to both wholesaler and retailer. The influence of the wholesalers is strong. They do all they can to interfere with these salesmen, who deal direct with their customers, and have succeeded at times in making it very difficult for them.

One of the greatest obstacles in the way of development of the jewelry business between the United States and Argentina is found in the fact that practically all the jewel importers in Argentina are Germans, whose interests lie first of all with the German manufacturers; they are sometimes willing to accept North American accounts, but it is certain that the North American product does not receive the same consideration as lines of German origin. Manufacturers of the United States may find it more to their advantage to work through Argentine firms, or others which are not influenced by European interests.

Before taking any steps in this direction, however, a special representative of the manufacturer should be sent to Buenos Aires equipped with a working knowledge of Spanish, with a full line of samples, and a thorough acquaintance with his goods, in order to study the special requirements of the Argentine market.

We would suggest that the representatives our manufacturers send to Argentina should have sufficient authority and ability to consider the establishment, by various manufacturers of noncompeting lines of jewelry, of a branch house in Buenos Aires to carry stock in the various lines and sell directly to retailers; this appears at present to be the best way of solving the problem for North American manufacturers. In this plan there would be no discrimination to fear on the part of wholesale dealers.

A SAMPLE OF COOPERATION.

The Buenos Aires commercial representative obtained the services of a reliable jeweler of that city who knows the trade thoroughly and who bought from all the wholesale dealers there a complete showing of the goods which the market takes. The cost of getting these was paid by the New England Association—an amount that called for only a few dollars from each individual member.

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xhibit of jewelry is somewhat of a revelation of Argentine
The goods asked for were the cheaper grades of plated arti-
It must be said that a cursory examination of the lot gives
eling of respect for the good taste of the Argentine populace.
cles are mostly of French design and make, and the designs
y compare well with those of better grades of jewelry.
a sign of the bigness of disposition of United States trade
s in the campaign for export expansion that the New England
s' Association, although it was understood that the exhibit
port were for its use exclusively, inasmuch as the expenses
aid by it, at once put the reports at the disposal of the whole

specific questions asked by the association, and the replies to
with some added explanation, are as follows:
. Does the retail jeweler in Argentina buy direct from the
aler or direct from the manufacturer?
Retail jewelers in Argentina buy from local wholesalers and
ters, except in the case of the larger and wealthier concerns,
buy direct from the factory, often sending buyers to make
ons.
2. In what quantities is jewelry usually ordered?
This depends upon the importance of the firm purchasing, the
ent articles being put up in dozen lots.
Q. Are there special buying seasons, and, if so, what are the
g seasons?
There are no specially recognized buying seasons, although the
iest purchases are made during August for the Christmas sea-
and in March in preparation for the winter opera season.
Q. On what terms and discounts is jewelry bought?
The larger firms, with good credit, buy on open account of six
ths, with the understanding that the time may be extended in
event of its being inconvenient for them to remit at that time.
ee per cent is allowed for cash on solid gold articles by European
ufacturers, and 5 per cent on rolled gold articles, although it is
seldom that these discounts are taken advantage of. German
ufacturers usually allow 20 per cent discount from catalogue
es.
. Q. How should jewelry sent to jewelers in Argentina be packed?
A. Small shipments are sent by express in tin-lined boxes, which
st not exceed 5 kilos gross weight. The jewelry itself is wrapped
tissue paper and is detached from the cards or the display boxes.
e latter are shipped separately so that they will be classified
der their proper schedule on being passed through the Argentine
stomhouses. Larger shipments are sent by freight in large pack-
g cases so subdivided that the jewelry is in one compartment and
e corresponding display cards and boxes in another.
6. Q. What are the methods of payment in vogue?
A. At the end of six months drafts are mailed to the manufac-
rers by the importers. In some cases goods reach Argentina with
raft attached to documents payable in 90 days after sight. Terms
f payment should, however, be arranged between the manufacturer
nd the buyer in each case.
7. Q. What is the style of marketing, numbering, and carding
ewelry in Argentina?

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A. Each article of jewelry must be attached to a neat, showy display card or put in a showy box, with each piece of jewelry, as well as the card or box numbered. Upon arrival the various pieces of jewelry have a small ticket attached bearing the numbers that correspond with the numbers upon the boxes or cards to which they belong to facilitate their assortment and arrangement in the proper boxes or on the proper cards.

INSTRUCTIONS TO CONSULS BY STATE DEPARTMENT.

FOREIGN MARKETS FOR IMITATION LEATHER.[1]

With reference to the following description of a sample which accompanies this instruction, and the queries enumerated below, the department desires that the officers designated in the attached list investigate and report in triplicate at their earliest opportunity upon this subject:

The accompanying sample is an artificial leather, consisting of a base of cotton cloth coated with a tough, flexible material and embossed by steel plates and rolls to produce the appearance and feel of any desired natural-leather grain. It is made in various grades, colors, widths, and grains. All standard grades are waterproof. Heavy grades are suitable for furniture, boat, and automobile upholstery. Another grade is used in the suit-case and traveling-bag trade. Another quality is used in the manufacture of leather novelties, desk sets, leather-covered cases, etc. Special grades are produced for particular trades, such as bookbinding, hat sweats, belts, shoes, and art leather. Very light sheeting grades are used in covering cardboard, etc., where a leather appearance is desired.

Information is desired on the following points:

1. Present market, if any, with data as to quantity, quality, and prices.
2. Sources of supply, domestic and foreign, with data as to competitive conditions.
3. Sales methods in trade; agencies; commissions; advertising.
4. Customs duties; trade-mark and patent protection; other laws affecting trade.
5. Financing of trade; credit terms.
6. Packing and shipping.
7. Lists of users, importers, or dealers with whom American manufacturers can enter into correspondence.

MARKET FOR AMERICAN MARBLE AND GRANITE.[2]

At the request of the Department of Commerce, you are instructed to prepare and transmit to the department at the earliest practicable date a report in triplicate on the market in your district for American marble and granite.

Your report should include information on the following points:

1. The extent to which marble and granite are used in building, monumental, paving, and other structural work; the extent to which they are used in governmental buildings.

[1] From Special Instruction No. 508, Consular.
[2] From Special Instruction No. 446, Consular.

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2. Domestic production; the extent to which machinery is used in quarrying and finishing.

3. Importation: Sources, quantities, and values. The statistics given should cover not less than two years, including one full year prior to the outbreak of the present war.

4. The form and dimensions of rough and cut material imported for various purposes.

5. Prices and the usual methods of making quotations and conducting trade.

6. The best methods by which American exporters may enter the trade; the names of the principal importers and building contractors.

MARKET FOR STRAW BRAID.[1]

At the request of the Bureau of Foreign and Domestic Commerce, you are instructed to prepare and forward a report, in quadruplicate, upon the market for straw braid in your district. It is understood that this braid is used in the manufacture of straw hats, and an investigation by the bureau discloses the fact that, although large quantities of the product are imported annually into several South American countries, the United States has practically no share in the trade. American manufacturers have shown special interest in this market, and it is desired that your report be made as detailed as possible.

For your assistance in the preparation of this report there are enumerated below a number of interrogatories, complete answers to which should, so far as practicable, be included therein.

1. Use of straw hats by men, women, and children; length of season when worn; use by various classes of population; preference for stiff or pliable straw hats by men and women; prices.

2. Proportion of straw hats imported as compared with those produced by domestic manufacture.

3. Straw-hat manufacturing industry; number and size of factories; annual output; grade and prices of product; machinery used; prospects of expansion of industry.

4. Raw materials used, straw braid, glue, leather and cloth bands, etc.; amount imported, quantities and value; prices of imported supplies; countries of origin; grades and sizes; methods of packing. Are goods imported direct by manufacturers or through import houses? Is plain or dyed braid preferred; if dyed, what colors? Domestic production, if any; kind of straw used in making braids.

5. Lists of manufacturers and importers. Give full list manufacturers of straw hats in your district, stating approximate annual production and consumption of raw materials and present connections for purchase of materials. Give list of importers of straw braid, with brief details as to size, character of business, etc., of each.

6. Samples. Send samples of straw braid such as would be representative of grades and qualities most in demand, together with invoice prices. Make samples representative of various grades in use, of imports from various countries, and of domestic manufacture, if any.

[1] From Special Instruction No. 517, Consular.

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TYPICAL STUDIES BY EXPERTS.

CHILE AS A MARKET FOR AMERICAN HARDWARE.[1]

FUNDAMENTAL CONDITIONS.

In a consideration of Chile as a market for products of any kind, the facts regarding its location and peculiar form need, perhaps, to be mentioned briefly. The position occupied by this country is in the southwestern part of South America. Viewing it from the standpoint of physical features, we may note that it is bounded on the north by a great desert that is almost entirely lacking in animal or vegetable life, although rich in minerals; on the east by the lofty Andes, whose passes are not only snow-bound throughout the winter but are almost inaccessible in the warmer seasons; and on the south and west by the Pacific Ocean. The currents and winds of the Pacific are favorable to eastbound traffic in the south and westbound traffic in the north. Chile's closest neighbor on the west is New Zealand, about 5,000 miles away.

The prevailing temperature in the northern section of Chile may be described as "warm to mild." The heat that one might expect at south latitude 17° 47′ (at the Sama River, between Chile and Peru) is tempered by the Humboldt Current, originating in the cool South Pacific seas and running northward along the Chilean coast with an average velocity of 1 mile per hour.

The temperature at latitude 56° (Cape Horn) seldom goes below 14° F., but the winds are strong, and the winter is about nine months long. The enormous territory of Magallanes, the most southern political division of Chile, which is composed largely of islands, has but one town of any importance—Punta Arenas. This city has a population of 17,400 and enjoys the distinction of being the farthest south of any incorporated town in the world.

COMPARISONS ILLUSTRATING POSITION OF CHILE.

A corresponding situation to that of Chile may be imagined in the Northern Hemisphere if a sketch map be made (indicating latitude but disregarding longitude) showing the Equator and the west coast of North and South America. If this sketch map were to be folded on the Equator, the northern part of Chile would about coincide with Acapulco, in southwestern Mexico, and the southern part of Chile would about coincide with the southern part of Alaska, with the corresponding islands. Actually, however, Chile is almost due south of New York City.

The total length of the country is about 2,900 miles, the average width is about 100 miles, and the approximate superficial area is 290,000 square miles. Chile is, we may say, 10 per cent smaller in area and population than the combined States of California, Oregon, and Washington, provided that, solely for the purpose of comparison, Portland and Seattle (with all their business and facilities) be entirely eliminated from consideration and the assumption be made that the California desert, devoid of any works for irrigation or water

[1] From "Markets for American Hardware in Chile and Bolivia," Miscellaneous Series No. 41. Bureau of Foreign and Domestic Commerce.

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, extends as far north as San Jose. The total population of s about three and one-half millions; but of this total there are, ɔs, about one million who do not buy enough imported articles ɐar to be of interest to manufacturers.

ECONOMIC EFFECTS OF NATURAL BARRIERS.

le has been cut off from communication with the rest of the . by great natural barriers to such an extent that it has only possible for the virile people of the country to engage in the ıction of material of comparatively great value, which could . the heavy transportation charges—such as copper, nitrates, ς, and iodine—or to produce locally for their own needs such les as might command a very high price if imported from abroad. ıe desert or northern section, extending from 18° to 27° south ıde, has not been irrigated for several reasons. One is that there › reasonably obtainable water supply. Another is that the soil ɔnerally too hard to plow, while still another is that this desert ains more than 500,000,000 tons of nitrates close to the surface—cient to supply the world, at the present rate of consumption, more than 200 years. These form an available source of wealth ; is not to be lightly laid aside. It may be added that the export on these nitrates produces more than 50 per cent of the revenues the Chilean National Government.

CHILEAN PORTS AND EXTENT OF THEIR TRADE.

Although there are 61 points along the coast of Chile where merındise is landed from time to time, there are perhaps not more ın 25 or 30 that embark or disembark more than 10,000 tons of ɔight per year. There are from 12 to 18 ports where embarkation d disembarkation amounts to more than 50,000 tons each year, and rhaps 10 that do a business of more than 100,000 tons per year, in ıd out. It is generally, though not always, true that the ports doing e greatest export business also do the greatest import business, but . the event that a certain port exports a considerable amount of aterial it is at least probable that firms and individuals will be ɔund there who are interested in imports in some near-by port. he fact that the exportation occurs from a given locality may be ıken as indicating that the corresponding industries are near by nd direct sales may be accomplished. On the other hand, the fact hat large imports are brought in at a certain city would indicate hat commission houses or general importers are located there who ıre especially equipped for handling distribution.

NORTHERN, OR DESERT, SECTION—PORTS HANDLING MINERALS.

The most northern port of Chile, in the desert section, is Arica, which at present has only a poorly protected roadstead, though this may in course of time be considerably improved. It is the principal port for the entrance of merchandise destined for La Paz, Bolivia, and even near-by points to the south of that city. The rail haul from Arica to La Paz is only 463 kilometers (288 miles), while from Mɑii-

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llones and Antofagasta to the Bolivian capital it is about 1,160 kilometers (720 miles), and from Mollendo, Peru, to La Paz 814 kilometers (506 miles), with a transfer to steamers for crossing Lake Titicaca. Unfortunately a considerable portion of the Arica route is operated by cogwheel locomotives, and in order to go south from La Paz to enter the territory of the Antofagasta Railway a change of gauge and transfer to other cars is necessary. But, notwithstanding this fact, the Arica-La Paz line is the only section out of about 5,000 or more kilometers operated by the Government of Chile that regularly returns net earnings. At the present time Arica may be said to owe its existence to the railway mentioned, but it is not unlikely that an important tin smelter will be located there within a reasonable length of time, and this project, if carried out, will tend to make the city more important. Since it is the first port of call in Chilean waters for southbound boats from Peru, Panama, and the United States, it is frequently necessary to make a stop there to comply with the quarantine regulations.

The next important port toward the south is Iquique, from which are shipped about 25 per cent of the nitrate products. Caleta Buena, Tocopilla, Antofagasta, Mejillones, and Taltal ship from 10 to 15 per cent each of the nitrate and iodine, Coloso, Pisagua, and Junin handling the remainder of this material. Iquique, Caleta Buena, Mejillones, Junin, and Pisagua are all within two or three hours' steaming from each other. Antofagasta ships practically all the borax originating in the country—about 50,000 tons per year.

COPPER AND IRON MINES.

South of the nitrate region there is a district about 600 miles in length, or from 33° to 34° south latitude, where all the known minerals are found. There are now in operation in this locality two American copper properties (not to mention others) that are capable of producing more than 100,000 tons of electrolytic copper per year, at an average cost of less than 7 cents per pound. Here also are located the iron mines of a well-known American steel company, which is actually shipping ore to the United States. Its properties and installations are capable of producing at least 1,500,000 tons of 68 per cent iron ore per year.

The principal ports handling the copper output of Chile have been Coquimbo (9,000 tons), Valparaiso (5,000 tons), Lota (3,000 tons), Carrizal (4,000 tons), Caldera and Gatica (2,000 tons each), a total of about 23,000 tons per annum. Antofagasta, however, has now begun shipping heavily, and may very easily export twice as much as all the rest of the country. The principal iron port is Cruz Grande, a few miles above Coquimbo.

AGRICULTURAL LANDS IN CENTRAL SECTION.

Farther to the south lies the third district, which also overlaps the second. Coquimbo, in latitude 30° south, may be said to mark the northern boundary of agricultural lands. There is some rainfall, though the quantity is insufficient, from this point south for a distance of 400 miles (or, we may say, to Concepcion, in 37° south

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. Irrigation is practiced on a small scale, in the sense that land comparatively easy to put under water has been sub- this method, leaving the more difficult work yet to be ac- ed. The principal ports of the agricultural section, which more than 50 per cent of the population of the country, are ɔo, Valparaiso, and Talcahuano, the latter being the port of ion. Valparaiso is by far the most important port, not only ection, but of the entire country.

THE NEW PORT OF SAN ANTONIO.

ıe present time a new port is being constructed about four steaming to the south of Valparaiso. This is known as San ɔ. It is only 65 miles from Santiago—the capital of the y and a city of 400,000 people—while Valparaiso is 110 miles Santiago. The principal port will therefore lose traffic in the in the event that reasonable port and landing charges are made Antonio. The present charge for unloading at that point is tavos, Chilean gold, per 100 kilos, or 7.5 cents in United States cy per 100 pounds. This rate prevails provided the weight package is at least 220 pounds; if the weight is less, the same e is made for handling the packing as if it weighed 220 pounds. ate, it should be noted, is to be used only for figuring charges rdware.

garding the present condition of San Antonio, reference may be to the following statement by the engineer in charge of the under date of July 31, 1915:

ırge breakwater is being constructed at the present time, and later there ıe installed such docking facilities that boats of any size may tie up to directly. These docks will not be completed for another 18 months or ears, but meanwhile the construction company has been authorized to e the business provisionally by means of launches. In addition to the hes there are in use at the present time a small dock, served by steam s and two cableways (handling heavy material from the boat to the). A high dock has lately been completed that communicates with ele- l storage bins for handling coal (for transfer to the railways). The ches that handle goods from the ships have a small dock to which they tie up.

lthough the future of San Antonio looks bright (considering that s a relatively small port), Valparaiso will always be important, ause it is not only in itself the center of an important region, but o the point of origin of the Transandine Railway, over which re is considerable passenger traffic in the summer. Freight can t be handled to advantage over the 7 per cent rack grades of this ilway, and during the winter it is snow-bound near the summit.

AGRICULTURE AND FRUIT RAISING FARTHER SOUTH.

Overlapping the semiarid agricultural region just described and ttending south to Puerto Montt (at the southern end of the main- ınd railway at latitude 42° south), agriculture and fruit raising re carried on in the simpler forms, irrigation being unnecessary. Excellent crops of apples, peaches, nuts, wheat, potatoes, and similar fruits and vegetables are produced. Nor should the wealth invested

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in sheep and cattle be overlooked. This industry is important now because of the grass-fed stock produced, and the region under consideration will some time become the home of the fattened animals for the northern market.

This section is well forested. The trees are cut rather to clear the land than for the purpose of making lumber, since the facilities for disposing of foodstuffs have long been greater than those for competing with the foreign lumber introduced into the central and northern part of the country.

This particular portion of Chile has been settled largely by German colonists, who have been of great value to the country because of the development work that they have done.

CHIEF PORTS OF REGION—NEW ROUTE FOR RAILWAY.

The principal ports are Coronel and Valdivia. There are two smaller ones, known as Puerto Montt and Ancud, the latter serving only the island of Chiloe. In the northern part of this section, near Talcahuano, are Lebu and Lota. These two ports, with Coronel and Talcahuano, will undoubtedly become more important in the future, because of the great supply of coal nearby, close to the sea. Much of the coal is, in point of fact, under the sea, but it outcrops far enough inland to facilitate entries. It is in this section—that is, from Valparaiso or Santiago south to Puerto Montt—that most of the possibilities of water-power development lie, because the rainfall is heaviest there and the storage sites most numerous.

Near Lebu there exists the most feasible route for a new, low-grade, transcontinental railway connecting Chile with the plains of Argentina. By "most feasible" is not meant, necessarily, the cheapest line, nor the lowest grade or summit elevation, but rather that line which would best serve the interests of Chile, be most in accord with public sentiment, connect the largest population on a reasonable route, and run through traffic-producing territory.

SOUTHERN CHILE—MAP OF REPUBLIC.

Part of the way from Puerto Montt to Cape Horn the forest lands continue, but there are no inhabitants other than the few remaining members of the almost extinct aboriginal population who may occasionally be seen in their canoes or along the banks of the sea channels, which have cut the land into many islands. The southern part of this section, and of the country as a whole, is purely a grazing territory, the principal products being wool, hides, and meat. Sawmill and lumbering tools are sold in the territory served by Talcahuano and Valdivia, but there are only about 5,000 inhabitants in the timbered section of Chile south of Ancud. The only town in the southern grazing section is, as previously noted, Punta Arenas.

Illustrating this brief, general description, a small map of the country is shown on the opposite page, indicating the principal divisions noted, the location of the main ports, the chief industries, and the general division of the population. This diagram has been prepared to show in a graphic manner where articles of hardware would be likely to have the greatest sale—as, for example, sawmill utensils and axes in the south, general supplies and builders' hardware in the and picks, shovels, and pipe tools in the north. It is

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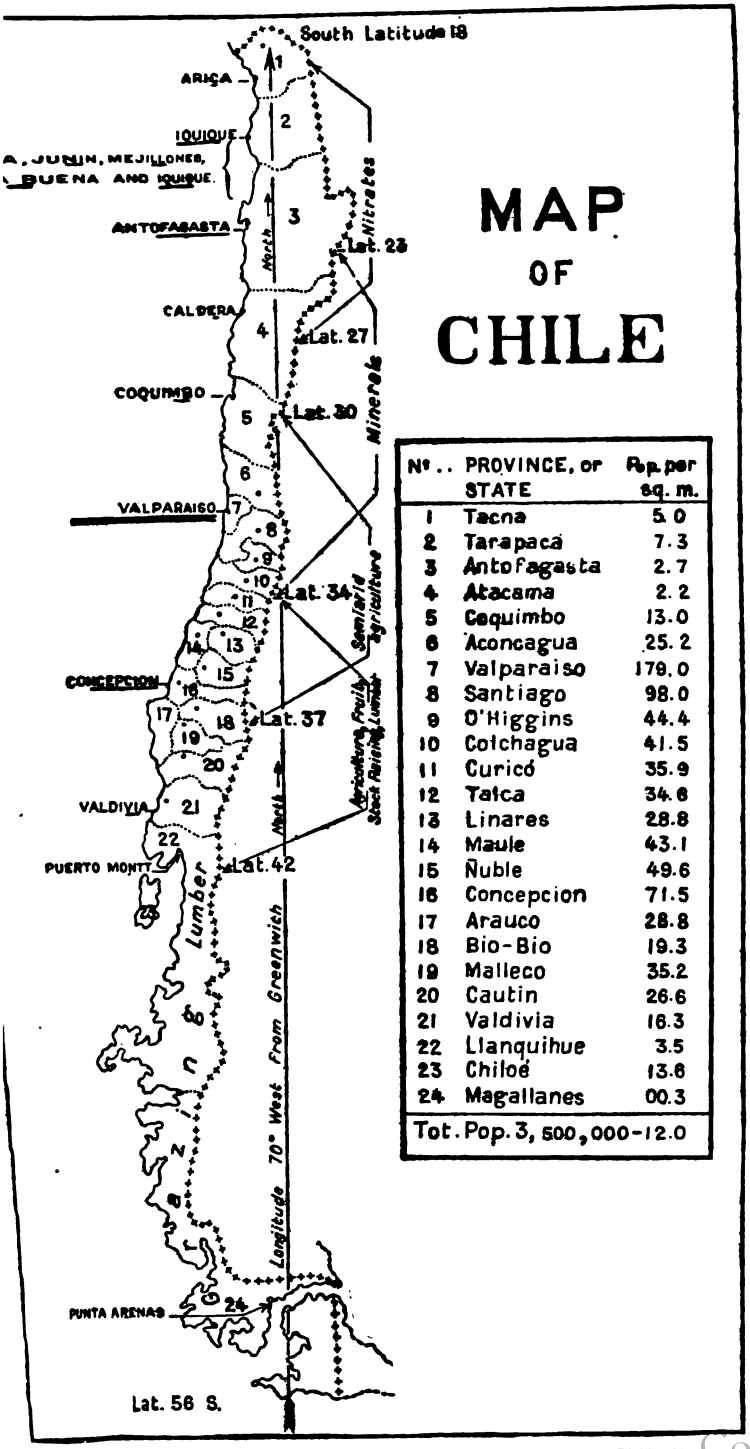

MAP OF CHILE

No..	PROVINCE, or STATE	Pop. per sq. m.
1	Tacna	5.0
2	Tarapaca	7.3
3	Antofagasta	2.7
4	Atacama	2.2
5	Cequimbo	13.0
6	Aconcagua	25.2
7	Valparaiso	179.0
8	Santiago	98.0
9	O'Higgins	44.4
10	Colchagua	41.5
11	Curicó	35.9
12	Talca	34.6
13	Linares	28.8
14	Maule	43.1
15	Ñuble	49.6
16	Concepcion	71.5
17	Arauco	28.8
18	Bio-Bio	19.3
19	Malleco	35.2
20	Cautin	26.6
21	Valdivia	16.3
22	Llanquihue	3.5
23	Chiloé	13.6
24	Magallanes	00.3
Tot. Pop. 3,500,000 - 12.0		

MAP OF CHILE.

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felt also that it will assist in the formation of just opinions regarding the sources of wealth throughout the country. It is obvious that credits would be affected in a given territory if the market for a product forming the principal source of wealth in that region should be in any way impaired.

TRANSPORTATION FACILITIES OF CHILE.

The form of the country is so peculiar, and the industries so diversified, that after one studies the small map the question of intercommunication between the various parts, and from the country as a whole to other parts of the world, is likely to present itself as one of importance.

There are set forth in the statistics of Chile for 1914 the following facts regarding railways: Government owned and operated, 2,352 miles; Government owned or guaranteed, 781 miles; privately owned and operated, 1,933 miles; total approximate cost, $249,000,000 United States gold.

The railway mileage of the country is exceeded in South America only by that of Argentina and Brazil, and this fact is indicative of a spirit of progress in a country where the natural obstacles to railway construction are such that the cost is more than $100,000 per mile. There are numerous places in Chile where the topography is such that it was necessary to install cog-wheel traction—notably on the line to Bolivia, the Transandine to Argentina, and for 38 miles on the southern section of the Longitudinal Railway, which connects the Santiago-Valpariso line with Iquique in the north.

The railways owned and operated by the Government are autonomous; that is, in the event that there is a deficit as the result of operation, the railways must make it up from their earnings the following year, and if there is a favorable balance the money may be spent for improvements.

DIFFERENCE IN GAUGES—VARYING AMOUNT OF TRAFFIC.

The ancient fallacy that mountain railways must necessarily be of narrower gauge than the valley lines (arising from the popular misconception that curves sufficiently sharp to round the mountain points could not be introduced on a standard gauge) unfortunately gained a strong foothold in Chile, and while the railway from Valparaiso to Santiago, and from Santiago to the South, is 5 feet 6 inches wide, the northern main line and branches form a combination of many different gauges. The meter (3.28 feet) width is the most common, but the gauges of the branches and a part of the main line are such that, if any appreciable traffic should develop, the cost of transfer would be very great. Traffic on the section from Coquimbo to Antofagasta is so slight that a train a week would be a novelty. At present there are about two per month, and of course these railways are continually facing a deficit. They have the backing of the National Government, however, and the traffic east and north of Valparaiso, through Santiago, is very great. Between these two cities there is a through annual movement of 364,000 tons of freight and 270,000 passengers, and business is growing constantly. To the south of Santiago are the coal mines, the timber regions, and the new [illegible] districts, which provide heavy traffic.

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THE RAILWAYS AS PURCHASERS.

These fundamental facts regarding the State Railways are important, because the railways form, perhaps, the largest single purchaser of hardware and general supplies in Chile, as may be seen by consulting the list of articles required by them during one year.

When one makes a bid for their supplies, a cash or certified-check deposit is generally required as guaranty. The railways do not pay interest on overdue obligations, but they try to keep within their means. However, if the money has not been taken in, it obviously can not be given out, and one may say, broadly, that the bills will be paid, probably not before two months, but surely in less than eight months. An assumption of six months would undoubtedly be on the safe side in the average of several cases, for the purpose of calculating interest. Such a possibility as nonpayment, however, is not worthy of consideration. The importance of bearing this fact in mind seems to be so great that it may be repeated without supererogation, since a manufacturer unfamiliar with conditions might ask his agent why he did not collect for one order before accepting another.

FREIGHT RATES ON GOVERNMENT RAILWAYS.

The freight rates on the Government or State Railways, as they are called, are almost universally based on a formula having the form

$$A+B+dK=\text{rate},$$

where A is the average overhead charge per car, B a charge for spotting, and d a constant by which one multiplies the cost of hauling a car over a given division or combination of divisions. The rates are based on gold values, and, when prevailing exchange rates indicate the necessity, the rate is increased, to be collectible in paper. This surcharge varies with exchange, and where freight rates are given in the tariff they are understood to mean pesos having a value of 10 pence, or 20 cents, each. The pound in Chile is assumed to be worth $4.80 for purposes of calculation.

It will surprise no one if the rates are increased from time to time, since the fixed charges of the railways are enormous and the income must approach, if it does not really equal, the expenditure. The deficit last year was about $2,000,000 United States gold.

The private railways that have been constructed merely as common carriers are very few. Practically every line resulting from private enterprise has been built primarily to serve industrial purposes, and this statement is notably true regarding the lines in the nitrate fields and coal and lumber regions.

GAUGES AND LENGTH OF LINES.

The length of the State Railways owned and directly operated by the Chilean Government is, as previously stated, 2,352 miles, and the

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gauges are 1 meter (3.28 feet), 5 feet 6 inches, and 2 feet. The General Director is Señor Alejandro Guzman, Departamento de Ferrocarriles, Dirección de Obras Públicas, Santiago. The Jefe de Materiales (Chief of Materials) is Señor Santiago Perez Peña Santiago.

The 781 miles of railway that are Government owned or guaranteed have the same gauges as those just considered.

It may be noted that the total length of the Government railway from Arica to La Paz is 288 miles. There are 129 miles of this in Chile and 159 miles in Bolivia. The portion owned by Chile is included in the statement above, the gauge being 1 meter (3.28 feet).

OCEAN FREIGHT SERVICE.

During the many years that commerce has been developing between the northern and southern continents a through loading from the nitrate fields of Chile to New York was a matter of 40 to 60 days, around the Horn. Now that the canal is open, the trip is made in about three weeks at best, or a month from Valparaiso. It takes that length of time in spite of the fact that the Humboldt Current flows northward, and is of very considerable assistance to boats bound for the canal.

The fundamental question involved in maintaining a satisfactory freight service between Chile and the United States is revealed in the following table of tonnage passing from one country to the other during the comparatively normal year 1913:

Classes of shipments.	Approximate tonnage.	Classes of shipments.	Approximate tonnage.
FROM CHILE TO THE UNITED STATES.		FROM THE UNITED STATES TO CHILE.	
Antimony	170	Cloth	5,500
Copper and regulus	20,270	Coal	112,500
Iodine	175	Fish	1,200
Lead	2,112	General merchandise	63,300
Nitrates	573,773	Oils and fats	350,000
Wool	25		
Miscellaneous	3,475	Total	532,500
Total	600,000		

These normal figures indicate, in a general way, that for all practical purposes, the tonnage capacity of the boats is approximately the same, and that there is room aboard, in normal times, for an increase of about 10 per cent in the southbound tonnage, but no room for increase in the northbound tonnage—these conclusions applying simply to traffic between the United States and Chile.

EFFORTS LOOKING TOWARD RAPID STEAMSHIP SERVICE.

It would seem to be very much to the interest of all American manufacturers to assist, so far as it may be individually or collectively possible, in the establishment of rapid steamship service

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n the United States and the west coast of South America, ery effort should be made to place in the hands of a high-speed much high-priced freight as possible, in order that the running es of the enterprise might be maintained and a regular, de- ole service established. It would appear that a single under- of this character should accomplish much in the building up le between Chile and the United States.

the hope of the people of Chile to establish a merchant marine, n the event that American capital should assist them, the most uctory arrangement would be for the vessels to bring American cotton, lumber, fish, steel, hardware, and general merchandise ile, and return copper, nitrates, hides, and wool. Arrangements d be made, if possible, for a greater tonnage coming south than ; north, since that would tend to adjust the present inequality nnage.

e distance from Valparaiso to Panama, with stops at five prin- intermediate points, is about 2,500 miles. From Panama to York is about 2,000 miles. Not more than three intermediate would be necessary in addition to the passage through the l. This would mean a total of, perhaps, 30 hours' delay, aside loading and unloading the cargo. Apart from losing time, the could make the trip, at 16 knots, in two weeks' time, and, with lay of one week in port, could make a round trip every six weeks. the case of most correspondence such service would make it sible for a reply to be received in five weeks. This would seem e a consummation worthy of great effort.

he constant winter delay of European mails for Chile would also eliminated, since mails are handled from New York to Great tain and the Continent in six days. Therefore the European mail New York would be put through in three weeks during the entire r. This would be at least as good a service as has ever been ained on a mail delivery from Germany or Great Britain to Chile, l would have the added advantage of being thus uniformly ompt, even in the South American winter. It would also seem de- able to establish the custom of routing passengers, mail, and fast ight to Europe via New York, rather than the reverse, as has metimes been the case. It may be interesting to note in this con- ction that positive action is being taken, on the part of various mericans, for the development of such a service.

FINANCE AND BANKING.

In view of the fact that any great development of commerce must ake into consideration the banking facilities and the solvency of the rincipal purchasers, the following data are here presented with eference to Chile:

The national external debt of Chile is approximately £34,500,000, or about $50 United States gold per capita. The sinking fund and interest on this obligation amount to £3,320,000 ($16,156,780). In addition to the external debt, there is an internal debt in paper currency of approximately 181,000,000 pesos, of which about 150,000,000 pesos consists of Government notes in circulation (each peso having the value of about one-sixth of an American dollar). It is hoped

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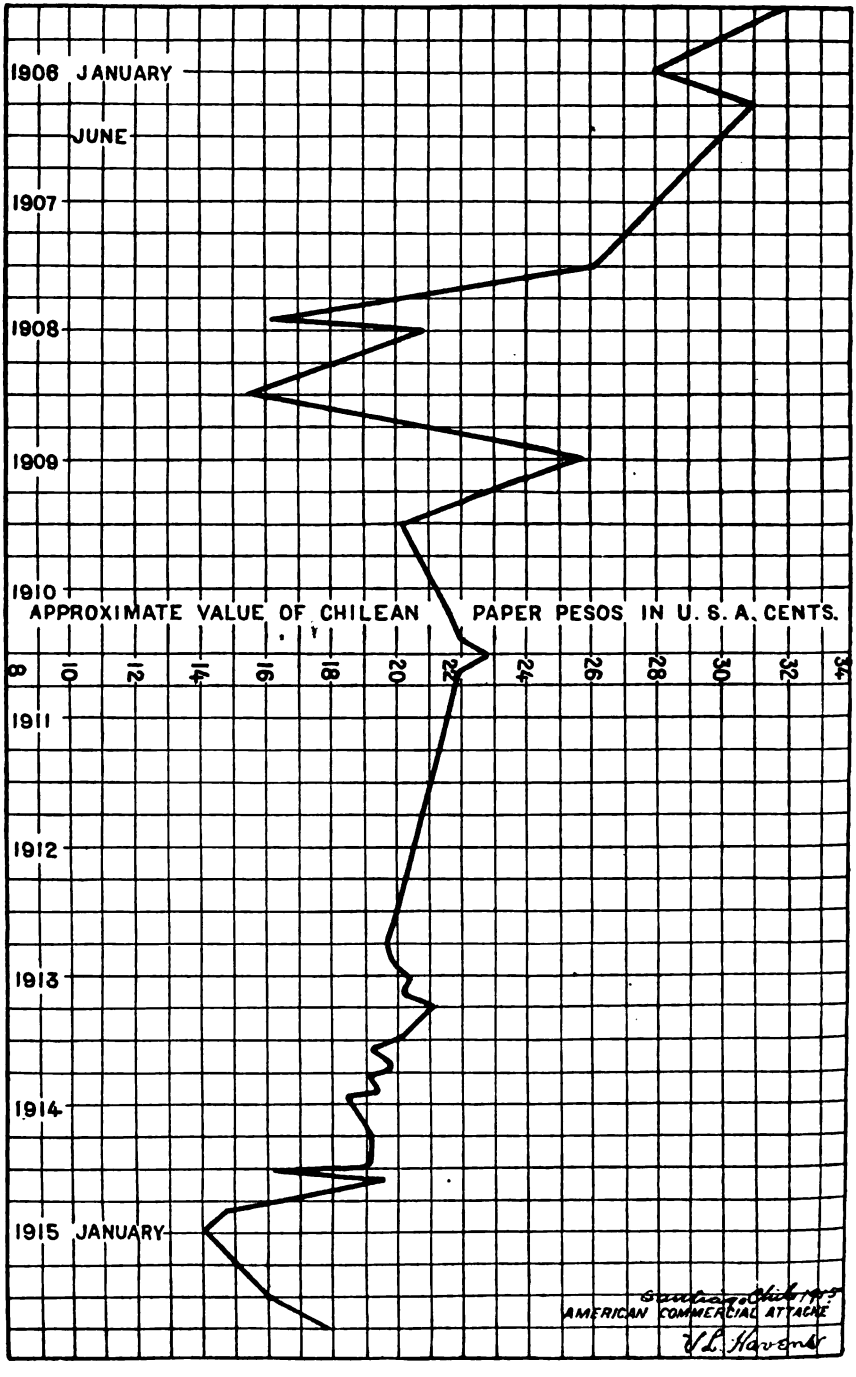

CHART OF EXCHANGE VARIATIONS.

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ome time to convert this paper on the basis of about $0.20 United States gold to the peso, and at this rate of conversion there is sufficient gold in European banks to be equivalent to about 102,000,000 gold pesos, or approximately $20,000,000 in United States currency. In the event that conversion should be made at this rate, from 55 to 60 per cent of the face value of the peso would be held in the Government vaults in gold. However, there is not the slightest probability that conversion will be attempted before 1917, and it may not be done then unless existing conditions and the opinion of the wealthier classes be altered.

There has been a deficit for several years in the operation of the Chilean Government. Taking 1912 as the most recent year in which conditions approached the normal, it may be noted that the national receipts were approximately $78,000,000 and the national expenses $85,000,000. Such deficits will probably be covered by extraordinary taxation.

CHILEAN BANKS—NEW YORK CORRESPONDENTS.

There are in Chile 25 banks with a combined capital of approximately $36,000,000 and deposits of $90,000,000. The various banks have 112 branch offices. In addition to these, there is one known as the Caja Hipotecaria, which loans money on real estate by means of trust mortgages. These loans are generally made in paper pesos (the peso being worth at the present time about one-sixth of a dollar), and these bonds are sold or traded in on the stock exchange. This bank does not receive deposits, its real function being that of an underwriting agent for the purpose of handling mortgages on real estate. There are outstanding at present about $40,000,000 in these loans, issued in paper currency. There are also about 58,000,000 francs of these bonds in Germany, about 50,000,000 francs in France, and £662,000 in England.

No American bank is established in Chile at the present time, much to the popular regret. There are, however, a number of European and local banks having New York correspondents in the sense that they have established mutual credits against which they may respectively draw. In the following list is given the name of the bank in Chile, and opposite it the name of the New York correspondent:

Banco Aleman Transatlántico	National City Bank, New York.
Banco Anglo Sud Americano	Anglo South American Bank, New York.
Banco de Chile	Guaranty Trust Co., New York.
Banco de Chile y Alemania	G. Amsinck & Co., New York.
Banco Español de Chile	National City Bank, New York.
Banco Germánico America Sur	National Bank of Commerce, New York.

In addition to these banks, certain commercial houses buy and sell drafts, and although the amount of their transactions comes to a large sum in a year, this is an incidental, rather than a fundamental, business with them.

THE QUESTION OF EXCHANGE.

The exchange business has been almost entirely through London until a short time ago, and the American dollar has been so little known to the public that a $20 gold piece was taken as £4 sterling,

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when accepted at all. But the financial difficulties of 1914 have tended to introduce the dollar and make its value known. In August, 1915, a remarkable departure was made, in decreeing that expenditures could be made on certain Government work up to $480,000 United States gold. All such decrees for foreign purchase had previously been made in pounds sterling. Inasmuch as the question of exchange is a very important one in Chile, there is shown on page 88 a small diagram giving the variation in money of the country, as compared with the value of American cents. The peso to which this graphic representation refers is not the gold peso worth 18d. in British currency ($0.365 United States gold), in which customs duties are paid; it is the paper peso—the only one that is encountered in commercial use. It is obvious that when the value of the paper goes down, foreign merchandise apparently becomes more expensive, and bills falling due on a falling value of the peso are sometimes not met as promptly as though the reverse were true. This is a particularly important point to the exporter's credit department, since it is often necessary to grant an extension at such times.

CONDITIONS IN THE HARDWARE TRADE.

Having considered in a general way the principal features of Chile, which are as applicable in studying the development of one line as another, we may now take up the presentation of other facts more specifically related to the hardware trade.

The extent to which hardware of various kinds is used in Chile, although it can not be precisely calculated from the records because of the great variety of materials included in the official classification, may be described as amounting to something less than $1 per capita, or a total of about $3,500,000 per year. The items that each exceed $100,000 in annual consumption are enameled ware, machine bolts, bolts and screws, railway bolts, shovels, lamps, nails, and locks, their importance being in the order named. By far the greatest of these is enameled ware, which alone exceeds $500,000 in annual importation, in addition to the small amount produced by the five local establishments. The local product is almost entirely blue, is of the cheapest variety, and is made and presented in such a way as to be very unattractive. The work is generally done in a factory making tin articles as well, and among all the producers less than 100 persons are employed, including many girls.

The records of machine bolts and screws are so closely interwoven that it is very difficult, not to say impossible, to separate them in such form as might be desired. Carriage bolts, machine bolts used in construction of buildings or by carpenters, stove bolts, screws with washers for use in roof construction, and screws that are driven into wood with a screw driver (which is what practically all North Americans would mean by the word screw) are all reported under one classification.

BOLTS FOR USE OF RAILWAYS.

The reason that railway bolts have been included is that certain tariff rates have been applied to all bolts that are specifically destined for the use of railways. This item includes track bolts. It is worthy

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that a few of the hardware firms having continual dealings
railways—perhaps the largest single purchaser of the hard-
re—frequently find it convenient to make bids on a great
of bolts at the same time. It is not surprising that these
ould desire to take advantage of any close relations they
ve established, for the purpose of selling some articles that
commonly considered a part of their special line. It would
difficult to separate the actual imports of track bolts from
ive bolts, or those used in construction of railway cars,
water tanks, anchors for bridge work, etc., as they are for
use and subject to a rate of duty differing from that applied
bolts. It is even conceivable that an importer might declare
articles as railway bolts, because of their peculiar form, even
the articles were destined for other uses, since he would
, in some cases, take advantage of the lower rate. Consider-
ck bolts alone, it may be interesting to note that there are in
ion in Chile 8,153 kilometers (5,066 miles) of track and that
newal of 10 per cent of the bolts per annum would require
700,000 pounds of material. Ordinary new construction might
the total an even million, or, we may say, 25 per cent of the
ailway-bolt importation. This is not a definite figure, but the
estimate is offered for what it may be worth.

SHOVELS AND HANDLES—HARDWARE IN NITRATE "OFICINAS."

ovels are not only used by the railways, nitrate producers,
rs, and other large companies, but are also in the hands of nearly
e people. The peculiar likes and dislikes among the latter pur-
rs are catered to by some merchants. The organizations that
eaded by competent managers would not permit the use of any
enient stick as a shovel handle; but the small builder of laborers'
es or the poor man who has a garden, is a farm renter on a small
, or works for the larger companies by piecework, has his own
s with regard to the handle he will use. Generally he prefers to
his own shovel handle from available wood. This is partly the
lt of custom, partly of the fact that it appears cheaper, and partly
he import duty that he is thus able to avoid.

a connection with the nitrate producers, one may mention here
more common classes of hardware used in the nitrate "oficinas"
he north of Chile. The following list was prepared by an engi-
r intimately acquainted with the requirements in that industry:

olts and nuts; rivets, ½ to 1 inch; screws, ¼ to 3 inches; wire nails, ½ to 6
es; door locks; door bolts; window bolts; Yale padlocks; plain hinges, 1
inches; porcelain door knobs; corrugated iron, 6 to 9 feet; copper rivets;
penters' tools; miners' hammers, 3 to 5 pounds; cold chisels; white metal;
dow fasteners; window weights; pointed shovels; rounded shovels; pick-
s; pickax handles; handles for miners' hammers; clothes hooks; pincers;
nkey wrenches; brandishers for steel cleaning; spanners; copper wire;
c wire; wire netting; wheelbarrows; zinc buckets; pine grease; paraffin;
ste; wire rope for winches; sheet iron; tools for mechanics' workshops; iron
ckets; axes; adzes; hatchets; jim crows; files; sandpaper; emery; black
d; glue; shellac, resin; wiring for electric bells; carpet nails; iron chain, 1
2-inch link; buckles for straps, harness, etc.; saddlers' needles.

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LAMPS AND GLOBES—IMPORTATION AND PRODUCTION OF NAILS.

The real number of any given kind of lamps that is imported or made in the country is not shown in any available record. The customhouse reports the following articles under this classification: "Kerosene, gas, or electric lamps, with or without burners, globes, reflectors, chimneys, counterweights, elbows, hooks, arms, or other parts, made of steel, iron, tin, copper, brass, or glass, to be fastened to the wall, suspended, or set upon a table." Incandescent globes are not included unless they should be attached to a chandelier, and this, of course, would be a very unusual method of packing or shipment.

Nails are imported into Chile in large quantities, in spite of the fact that there are several wire-nail factories in Santiago, two in Valparaiso, one in connection with a sugar refinery in Vina del Mar, two in Concepcion, one in Valdivia, and one in Talca. The wire is principally imported from the United States. The business is practically in the hands of one firm, because the installation is inexpensive and the various local producers cut down the prices to a point so low that they were all about to fail. The principal creditor of several of them, therefore, organized the industry and supplies them with wire. He does not permit them to sell without profit. In spite of these manufacturers of wire nails, about 1,000 tons of this product were imported in 1914. They were sold through retailers or to large companies on direct order, the latter being permitted in some cases to import free of duty because of concessions made for the development of certain industries. Actually, there was a very small amount, if any, coming in under such conditions during the year immediately preceding the writing of this report. It is a custom, however, to make concessions of this character from time to time, and because of that fact American manufacturers should always watch the records of concessions granted throughout Latin America. These data are generally available in the publications of the Bureau of Foreign and Domestic Commerce, the Bulletin of the Pan American Union, and other publications issued in the various countries, which are available to the foreign representatives of the manufacturers.

The importation of cut nails during the year 1914 was about 2,000 tons. No factory is known to exist locally that makes this kind of nails. The United States practically controls this business at the present time, with the exception of the variety called "cornered" nails, this term indicating that they have six sides, or are rounded on top, or have some other peculiar form that makes them desirable for use in nailing leather to seats or saddles or in finishing interior woodwork. Great Britain, Germany, and Belgium sell the greater part of this kind.

CHARACTER OF LOCKS USED—THEIR MANUFACTURE AND SALE.

The manufacture of locks is one that has not yet gained any foothold in Chile. The importation seems very great for a country that has but three and a half million people, the customhouse valuation being about $160,000 per year. The large majority of these, such as furniture locks and padlocks for gates and stables, are of a cheap class and retail at from 20 to 50 cents. In a general way

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it may be said that the locks used in Chile are of a highly unsatisfactory kind.

It is common knowledge that many of the cheapest kinds of European locks are not made by skilled workmen, but are assembled and cut to fit by farmers and other laborers whose employment is seasonal and who have considerable spare time, especially in the winter. It is understood that they carry a number of the unassembled parts to their homes and put them together there. Anything that will pass muster at some price is, of course, so much to their advantage. In times past the number of French locks of this type that have been offered by German salesmen has been indeed surprising. They were collected by German and French houses, it is believed, and sold abroad as German or French, as the nationality of the collecting house might be. This is not to be taken as evidence of a tendency toward deception on the part of the salesmen, but rather as showing that the origin of the bill of lading does not invariably afford a reliable indication with respect to the actual nationality of the workmen. If was, of course, easier for German firms to collect such goods and reexport them in a made-up bill of goods than it was for houses of any other nationality, because of the free port facilities which that country offers to its commercial houses.

As is true of so many articles, the North American manufacturer enjoys a fair, but relatively small, share of foreign business in the better grade of locks. This condition arises from the fact that he produces an article which virtually sells itself because of its quality and (at least to a reasonable degree) without reference to the price or credit terms offered.

GENERAL CONSIDERATIONS AFFECTING AMERICAN TRADE.

It may be remarked in passing that the writer of this report finds no occasion for surprise in the comparatively small amount of business that manufacturers of the United States obtain in certain lines. He is rather surprised by the amount that is actually secured, in view of the methods by which, only too frequently, their business in foreign countries is conducted. It must be realized that competition in most foreign countries is very keen, and one notes with regret that many American firms apparently cease their efforts abroad when the domestic trade is thriving. Certain American companies, however, after many years of effort, have been able to build up a foreign business based on concretely practical experience, and they form an example worthy of emulation by less far-sighted and judicious manufacturers. To them great praise is due, and any other exporter desirous of achieving a similar success should study very carefully certain vital questions.

Are his goods of such a quality or are they covered by such patents that they can not be replaced from some other source? If that is true, then can he not find a place where they may be used even in competition with goods from other countries or factories? Could he not offer such credit facilities that purchases might be made on installments? In foreign markets where he has failed because his goods were too expensive or seemingly did not fill a need, could he not work up a demand by emphasizing their advantages or by introducing such associated economies as to make his products a part of

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an economical scheme, if not cheap in themselves? Or can he not establish connections with a foreign manufacturer who can make use of parts of his product and introduce these parts cheaper than they can be made by other nations? In many countries the import duty on spare or repair parts is much lower than on the finished article, and the customs duties are therefore of interest in the case of most articles that are made of various parts.

REASONS OPERATING TO PREVENT CHILEAN MANUFACTURE.

Returning to a consideration of the specific subject in hand, it is of interest to note that complete hardware—that is, from the raw material to the finished article—can not at present be produced in Chile to any great extent. The primary reason for this fact is that, among the thousands of different articles that are included under this general trade name, there are a great many specialties that can only be produced under peculiar conditions that are characteristic of certain special localities. It is obvious that in a country in which the very insufficient supply of male labor is reasonably intelligent, physically strong, poorly paid, and of consequent nomadic tendencies, there is naturally little inducement for the establishment of factories involving the permanent investment of large capital in the production of an article that requires great skill, a large market, and a supply of semiprepared material ready for manufacture.

Chile is rich in high-grade iron ore, a wonderful variety of wood, and a supply of coal far beyond the requirements of the people for many generations. There is an abundance of water power and an average of one seaport (such as it is) for every 45 miles of coast line. But the Chilean iron will not be locally transformed into steel, because of the opposition to the importation of foreign coal to compete with the product of the local mines. There is a very evident unwillingness to reduce the price of local fuel to such a degree as will be necessary if the establishment of industries in the country is to be reasonably facilitated. The manufacture of steel under the ordinary methods requires coke. The Chilean coal, in the first place, is of a poor coking quality, and, in the second place, the gas, tar, ammonia, and other by-products would not find a ready market. It may be added, also, that the demand for steel along the west coast of South America is insufficient to keep a steel mill occupied in any group of specialties. It is true that there is a great deal of steel and iron used in Peru, Bolivia, and Chile, the total annual demand in these three countries amounting, perhaps, to 250,000 tons. But this ranges from rivets, nails, or wire, to rails, beams, shapes, wheels, axles, and various machine parts. In round numbers, about half of this tonnage consists of railway material for tracks, telegraphs, fences, and other equipment, and although the amount mentioned would easily maintain a steel plant if the product were all wire, for example, it would not be sufficient when divided among so many diverse articles.

FOREIGN COAL IN CHILE.

There is, at the present time, a very earnest tendency toward the prohibition of entry of foreign coal into Chile, in so far as it may be possible to accomplish this end by the favoring of local coal for railway[illegible]ssibly by the placing of an import duty on all entering

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Whatever action is taken may not affect the introduction of to the nitrate regions, because no perceptible advantage would as regards increased consumption of Chilean coal. Ships that ply between the local ports of Chile could have nothing to south if they took coal north, and the ships coming around the from Europe, bound for the nitrate fields, come universally charter and can not stop to take coal north. The possible re-hen, would simply be to increase the price of imported coal into trate fields, with no apparent benefit to the Chilean coal mines. uch as the price of Chilean coal is fixed in relation to the freight from Australia and the United States rather than on a produc-ost of about 12 pesos (or $2 American gold) per ton aboard it is believed that any increase in tariffs or any prohibitory act reference to importation would most seriously damage all the stries of the country in which coal is used.

FACTORS AFFECTING FUTURE DEVELOPMENT.

a consideration of the future of the hardware market it is able to review, in a cursory way, at least, the leading industries ne territory under investigation, since these are likely to indicate lines in which development may be rapid, the general character he articles used, and, in some cases, the lines in which compe-on might be expected.

tatistics for some of the principal industries of Chile are shown in following tables:

MINING AND METALLURGY: PRODUCTION DURING 1914.

inerals and metals.	Quantity.	Value.	Minerals and metals.	Quantity.	Value.
l (white clay), metric			Molybdenum...pounds..	5,952	$1,315
is a.....	10,947	$27,970	Nitrate.....metric tons..	2,463,356	103,399,368
ax.....metric tons..	31,907	1,628,468	Perclorate.....pounds..	122,202	8,093
.....do....	1,086,946	7,934,706	Potash salts, metric tons..	2,000	3,650
per.....pounds..	98,470,107	11,476,108	Salt, common.....do....	24,805	316,881
l.....troy ounces..	34,622	202,765	Silver.....troy ounces..	1,176,082	436,791
mo.....metric tons..	20,594	300,668	Sodium sulphate, metric tons.....	200	3,650
sum.....do....	5,000	54,750	Sulphur....metric tons..	10,008	438,350
ine.....pounds..	1,077,955	2,096,993	Zinc.....pounds....	2,646	64
a ore.....do....	140,005,857	463,591			
id.....do....	151,638	2,009			
ne.....metric tons..	54,067	296,017	Total.....	.....	129,099,507
rble.....do....	200	7,300			

[a] Metric ton=2,204.6 avoirdupois pounds.

MINING AND METALLURGY: NUMBER OF WORKMEN AND DAILY WAGES.

Industries.	Number of workmen.	Average daily wages.	Industries.	Number of workmen.	Average daily wages.
		Chilean paper pesos. [a]			*Chilean paper pesos.* [a]
Borax.....	650	5.50	Lime, gypsum, and marble.....	293	5.41
Coal.....	8,105	4.80	Nitrate.....	43,979	6.58
Copper:			Salt.....	220	6.37
Mining.....	11,142	5.45	Silver mining and metallurgy.....	423	4.5
Metallurgy.....	4,897	5.49	Sulphur.....	347	7.46
Gold mining and metallurgy.....	400	4.50	Total.....	71,106	.....
Guano, etc.....	400	4.00			
Iron mining.....	250	4.00			

[a] The wages are quoted in paper currency because the exchange variations make it impracticable to convert the figures at any definite ratio. The value of the Chilean paper peso on April 1, 1916, was given by the United States Treasury Department as approximately $0.14.

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AGRICULTURE.[a]

Resources, implements, and products	Amount.	Resources, implements, and products.	Amount.
Agricultural areas:		Production of various articles—Con.	
Irrigated land.....acres..	2,452,462	Butter.....pounds..	2,701,061
Land (additional) capable of being irrigated.....acres..	4,079,277	Cheese.....do....	6,302,530
Pasture lands.....do....	7,983,420	Chick-peas.....do....	2,699,979
Agricultural machines, all kinds, number	28,493	Clover.....metric tons..	15,386
Agricultural vehicles, all kinds, number	129,274	Corn.....do....	38,242
Live stock:		Flax.....pounds..	389,495
Cattle.....number..	1,968,620	Fruit.....do....	39,172,411
Horses.....do....	716,579	Hemp.....do....	2,278,886
Sheep.....do....	4,602,317	Honey.....do....	1,579,522
Other animals.....do....	641,127	Lentils.....do....	2,274,927
Production of various articles:		Milk.....quarts..	144,586,882
Alfalfa.....metric tons [b]..	288,823	Oats.....metric tons..	64,495
Barley.....do....	121,217	Peas.....pounds..	17,408,623
Beans.....do....	37,471	Potatoes.....metric tons..	249,846
Beeswax.....pounds..	220,460	Rye.....do....	4,050
		Tobacco.....pounds..	6,282,267
		Wheat.....metric tons..	446,022
		Wine, aguardiente, etc..gallons..	78,418,450

[a] The statistics in this table were taken from an official publication of the Chilean Government, "Annario Estadistico, Vol. X, Agricultura, Año 1913–14." The Central Statistical Bureau of Chile has a mailing list of 100,000 farmers and interested persons who are required by law to render reports on the area planted and other data related to agriculture. It may be estimated that about 1,000,000 people—owners, renters, and employees—are engaged in farming in Chile.

[b] Metric ton equals 2,204.6 avoirdupois pounds.

MISCELLANEOUS STATISTICS OF MANUFACTURES—1913.[a]

Items.		Items.	
Manufacturers.....total number..	6,215	Production.....U. S. gold..	$107,000,000
Common laborers.....do....	74,618	Horsepower	64,529
Other employees.....do....	6,079	Electric (purchased)	10,296
Capital, approximate.....U. S. gold..	$100,000,000	Gas	7,909
Raw material used:		Hydraulic	14,435
Domestic.....do....	$39,000,000	Petroleum	2,840
Imported.....do....	$21,000,000	Steam	29,418

[a] No statistics are available for years later than 1913.

VALUE REPRESENTED BY CHILEAN INDUSTRIES—1913.

Industries.[a]	Total number.	Ownership.			Value of raw material.		Value of production during year.
		Chilean.	Foreign.	Combined and not declared.	Chilean.	Foreign.	
Alcohol, drinks, and preparations of alcohol	439	220	183	36	$1,323,400	$4[illegible],372	$10,454,797
Pottery, waxwork, glass	5	.....	2	3	74,340	16,810	445,840
Foodstuffs	1,069	537	495	37	22,313,163	4,0[illegible],132	45,275,559
Gas and electric plants	97	1	3	93	188,847	1,0[illegible],483	5,133,823
Shipyards	37	25	7	5	89,246	[illegible],027	519,565
Clothiers	970	581	338	51	390,593	4,1[illegible],529	10,533,501
Wood and its manufactures [b]	1,109	833	243	33	4,370,127	471,926	10,525,630
Construction and material	95	37	42	16	170,508	3[illegible],754	1,658,417
Textiles	44	21	12	11	314,328	1,1[illegible],693	3,136,964
Metals and their manufactures	1,054	711	279	64	282,638	2,1[illegible],316	7,665,319
Furniture	303	221	71	11	380,311	20[illegible],746	1,614,595
Paper and printing establishments [c]	360	275	67	18	159,455	1,350,312	4,509,775
Leather, hides, and manufactures [d]	1,373	999	337	37	6,635,788	1,330,551	14,953,045
Chemical and medical products	172	95	60	17	1,580,499	1,213,704	4,875,835
Tobacco and manufactures	192	129	30	33	540,213	81,102	4,003,721
Vehicles and transportation materials	321	260	56	5	189,644	238,218	1,394,971
Various	201	95	82	24	125,759	438,175	1,266,209
Total	7,841	5,040	2,307	494	39,128,859	18,776,450	130,969,494

[a] The various industries are arranged in the order in which they appear in the official Chilean statistics.

[b] Includes carpenters' shops where a general business is done, cooper shops, turning shops, builders of doors and windows, and makers of parquet floors, of shoe lasts, of moldings, and of coffins.

[c] Includes manufacturers of paper and cardboard, printing shops where a general business is done, lithographers, binderies, and makers of notebooks and of paper bags.

[d] [illegible], shoe factories, and shops where shoes are made to order, saddle makers, furriers, and hand bags.

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INDUSTRIES IN METAL AND THEIR MANUFACTURES—1913.

Character of industries.	Total number.	In Valparaiso Province.	In Santiago Province.
Blacksmiths	485	23	92
Foundries	96	14	39
Tinsmiths	339	46	152
Machinery	4	2	2
Nails	7	.....	3
Stoves	10	.....	7
Scales	1	.....	1
Safes	2	.....	2
Wire netting	13	.....	11
Metal bottle stoppers	6	1	3
Bottle capsules	2	.....	2
Tin and enameled ware	5	1	3
Metal ornaments	5	1	4
Metal letters	1	.....	3
Metal engravings	17	1	16
Metal curtains	3	.....	3
Bedsteads	6	2	3
Horseshoes	13	2	6
Bolts, nuts, rivets	2	.....	1
Bits and spurs	9	.....	3
Plows	3	.....	3
Munitions	1	.....	1
Lead pipe	2	2	.....
Acetylene lighting machinery	1	.....	1
Boilers	7	.....	4
Copper and bronze	6	.....	4
Silver plating	6	.....	4
Galvanoplastics	2	.....	.....

NOTE.—Practically all the metal manufacturing is done in the Provinces of Valparaiso and Santiago, as may be seen above by comparison with the total column. The only exceptions are in the case of blacksmiths and tinsmiths, who are somewhat evenly distributed throughout the entire Republic.

CHILEAN INDUSTRIES AND EFFORTS TO DEVELOP THEM.

The number and variety of industries already established in Chile may seem to the reader somewhat remarkable, in view of the very large percentage of the people who are engaged in mining and agriculture. It is to be remembered, however, that the existing factories are principally of a modest character and have had to contend with many difficulties. Chief of these, perhaps, is a sentiment (not peculiar to Chile, by any means) that an article made in the country is not as good as the imported one. In addition to this, the country is new and sparsely populated, and the Chilean labor has not been trained to factory work except in isolated cases and therefore is not, in general, as efficient as might be desired. A further and most important element, until comparatively recent times, has been the fact that the men of the laboring class had little opportunity for education or for the gratification of such ambition as they had, or might have had with the benefits of instruction.

Conditions are rapidly changing, however; education is becoming more popular, and the governing class is growing keenly aware of the enormous drain on the country's resources because of the foreign debt and the importation of practically everything consumed in Chile. Import duties were increased a few years ago to the extent of 5 per cent, and a law was recently enacted by the National Congress that still further increases them. A strong protective tendency has been developed throughout the country, and there is an association made up of practically all the manufacturers, leading farmers, and

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merchants, known as the Sociedad de Fomento Fabril (Society for the Development of Manufacturing), the object of which is to foster in every way possible the establishment of local industries. Day and night manual training schools for both young and old have been opened, especially for training laborers to fill positions in the skilled trades. The schools are new and not as well patronized as it is expected that they soon will be. Wherever and whenever possible, pressure is being brought to bear on all public institutions to use articles that are made in Chile, and many factories exist because of the favor of some branch of the Government. Hardware manufacturing, however, particularly as regards tools, cutlery, shelf stock, and building fixtures, is not an industry that would naturally come first in a new land.

CHEAP MATERIAL IN DEMAND.

Being a new country and having many people with little money, Chile uses much that is cheap and of poor quality, in which the European manufacturer, because of his cheap labor, not only can compete easily but can almost control the market. As the higher quality is demanded, the opportunity for American competition increases rapidly, and the future for the articles made in the United States seems bright, always provided that steps are taken to give the buyer the thing he asks for and business facilities comparable to those afforded by the European exporter.

It is probable that the use of cheap material will continue for some time in the rural districts, because on the small farms, or those in the new southern agricultural section, the people are poor, while on the large estates there is little security of employment.

PROBABLE IMPROVEMENTS IN FARM DWELLINGS.

Numerous small houses are built on the large farms and are rented, for six months or a year, to a man who will cultivate a certain amount of ground on a share basis and also work for the owner a certain part of the time.

Since the owner has had no special interest in attending to the houses used by this class of renters, and the renter himself has had much less reason for improving them, their condition has not been bettered very rapidly. At least 35 per cent of the population live in houses of a decidedly undesirable character.

A number of irrigation canals are now projected that will add an enormous quantity of land to the arable area, and it is expected that some trouble will be experienced in securing enough men to cultivate it. With the great expense of irrigation, which in Chile seldom amounts to less than $20 per acre, some inducements must be extended to the workmen or renters to remain on the land, and one of those incentives will undoubtedly be an alteration in the quarters offered.

In any event, additional houses must be built, and practically no farmer would think of duplicating the types to which reference has been made. Living standards are continually improving, and as they improve and the new land is brought under cultivation, more and

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uilding hardware must be used. Not only are the farmers
ıting difficulty in securing help for the new lands, but the
ment of mining is calling men away at present. Immigra-
least among laborers, is practically negligible, except in the
fields of the north, where Indians from Bolivia, and occa-
a Peruvian, come in.
pears from these facts that the use of merchandise will depend
nuch on the introduction of foreign customs as on the natural
ies of the Chilean people to seek what is economically best
to their needs or purses.

POSSIBLE INFLUENCE OF EMIGRATION.

etofore emigration from Chile has not been great, but it is not
ly that the European difficulties may affect this. The Argen-
s have depended for many years on temporary immigrants,
to them as "golondrinas" or "swallows," who have come
Spain and Italy in the spring and returned to Europe after the
harvest.
s not likely that the crop years between now and the close of
uropean war will witness the arrival of so many workmen in
os Aires, notwithstanding the fact that every effort is being
to increase the wheat production. The natural result will be
rtage of labor. In Argentina laborers are paid about $1.20 to
United States gold per day. In Chile the rate of pay is about
this amount. When one considers these facts, and also that a
an laborer can readily walk to the grain fields of the Argentine
ss than 10 days (in the event that he has no money available for
fare), it seems not unlikely that efforts will soon be made to im-
e the condition of the laborer in Chile as a means of economic
nse and of keeping the labor on the farms. The total immigra-
into Chile during five recent years was only a little more than
00 persons. The excess of births over deaths is more than 10
es this number.

AMELIORATION OF LIVING CONDITIONS IN CITIES.

t is expected that the improvement in the condition of the city
orer and his living quarters will be even more rapid than that of
rural workman. This may be attributed to the natural interest
veloped in sanitation and to the fact that the city laborer is not
ly dissatisfied but comparatively inefficient on account of his mode
life.
The demand for better homes is already being felt, and is being
stered most worthily by the Consejo Superior de Habitaciones
oreras (Superior Council for Workmen's Habitations). This or-
nization is vested with considerable power and employs authorized
spectors who investigate the condition of every tenement house
'conventillo" or "cité" is the local term) and who may order the
molition of such habitations as are found to be insanitary or other-
ise unfit for use. No house can be rented after it has been officially
ndemned. The principal activities of the organization have been
n Santiago, and its attention is naturally directed to the large cities.

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Its efforts have also borne fruit in other parts of the country from time to time, but the law governing its jurisdiction is applicable only to communities of more than 8,000 persons. The work that is being done by this official group is excellent and merits great praise.

New construction is being undertaken for the benefit of workmen, and regarding its progress the following notes received from the Superior Council may be of interest:

Since 1907 the Superior Council has constructed 325 separate houses having two, three, or four rooms each, and will probably continue at the rate of 50 per year. Private capital builds at least twice as many. During the same time the Superior Council has caused to be destroyed 678 tenement houses, where 15,000 people lived, and orders have been issued to destroy 100 more. Many more houses would be built if there were funds available. Money invested in this work is guaranteed as to interest.

The people who live in tenement houses are ignorant common laborers who earn about 4 pesos per day, or artisans of the class who are improvident. In the case of the separate houses built by the council, the renters and purchasers are mail carriers, barbers, store clerks, and the serious class of artisans.

There are about 2,000 tenement houses in Santiago that should be torn down, and perhaps as many scattered throughout the rest of the country.

The preceding statements refer especially to city dwellings of the poor. In the rural districts the habitations are very unsatisfactory. However, it must not be thought that the better classes of houses are unknown in Chile. The house occupied by the person of average means is the well-known Spanish type, with masonry walls, barred windows, enormous doors, tiled floor and roof, and French building hardware.

In addition to the work being done by the Consejo Superior de Habitaciones Obreras, the Mortgage Savings Bank (Caja de Crédito Hipotecario) has built about 90 houses of a fairly good class for workmen. The property is sold to the bank's clients at cost of the land plus cost of the houses. The houses average about 800 square feet of floor space and cost from $1,200 to $1,400. Some cost twice as much, but these are rare exceptions. The architect in charge of the design and construction of these houses has made the following estimate as to the division of the cost: Foundations, 15 per cent; masonry, 35 per cent; roofing and floors, 25 per cent; doors and windows, 10 per cent; plumbing, 7 per cent; water and light, 4 per cent; paint and paper, 3 per cent; building hardware, 1 per cent. This may serve as a crude basis for determining the relative amount of money spent on the details of an ordinary building. The cement, lime, brick, stone, clay pipe, and wood are of local origin. The galvanized iron roofing, iron pipe and plumbing fixtures, water tank, lighting fixtures and installations, glass, paint, wall paper, and building hardware are imported.

MANUFACTURE OF FURNITURE IN CHILEAN SHOPS.

In connection with the market for cabinet hardware, it may be noted that the import duties on furniture are very high. This tends to perpetuate the local manufacture of furniture in little shops scattered all over the country, as well as the use of cheap fittings. It may be said that perhaps the greatest factor affecting the quality of cabinet and furniture hardware is that it is made by very poor men (in their own shops, perhaps) who have little or no capital.

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If any one of the people comprising at least two-thirds of the population wants a chest of drawers, an ordinary sideboard, commode, clothes closet, or similar article, he contracts with an "ebanistero" or cabinetmaker for a given size, carved or adorned in a given manner, to cost a certain sum. Obviously that workman will not put on a hinge or lock that costs 60 cents if he can find that one is available at 30 cents. He buys the cheapest that can be found, and the person purchasing the finished product is seldom able to recognize the difference once the article is finished.

The majority of sales in Chile are of the very cheapest articles that can be produced. In the event that furniture factories should be established and a good type of furniture made, it would tend to improve the quality of hardware used. There are actually 299 establishments for the manufacture of furniture and of tapestries, so called. The real business of most of these places is making wooden furniture and, in some cases, upholstering it. The total number of employees is about 2,200. Since this custom with respect to furniture is an old one, it is not likely that it will be soon abandoned. Lately some aggressive merchants attempted to establish a factory for good furniture, but they were unsuccessful. They state that men trained to make such furniture as is in common use in the United States can not be found in sufficient numbers to make the project worth while. It therefore seems that the outlook is for very cheap cabinet hardware, with only a small sale of the better grades.

TENDENCY TOWARD BETTER HARDWARE—PROSPECTS FOR AMERICANS.

There seems no reason to believe that there will be a sudden increase in the amount of hardware used per annum, but, as noted in the remarks on building construction, the tendency seems to be toward a better grade.

Not a little North American capital is being invested in mining in Chile, and the coming of these interests tends to increase the use of products from the United States. In addition to this, the merchants are somewhat confused and anxious about their future supply, much depending on the settlement of the European difficulties. These merchants, however, do not want to lose their clientele. They must have goods, and they look to the United States at the present time for a large part of them. It is thought that a careful consideration of their present needs, together with fair treatment, will lead to an increase in sales from the United States, even though the total requirements should remain stationary or even decrease slightly.

PERU AS A MARKET FOR BOOTS AND SHOES.[1]

RELATION BETWEEN POPULATION AND DEMAND.

An accurate census of Peru has never been taken, but in 1906 a Government publication, giving figures by Departments, estimated the total population as 3,547,829. The number of inhabitants is now

[1] From "Markets for Boots and Shoes in Peru," by H. G. Brock, Special Agents Series No. 152, Bureau of Foreign and Domestic Commerce.

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generally estimated between 4,000,000 and 4,500,000, which appears to give this Republic a standing ahead of any other west-coast country. The advantage, if it exists, is offset, however, by the fact that the consuming population is only a small percentage of the total number of people living in Peru. Taken as a whole, the country is sparsely inhabited and there are vast stretches with practically no inhabitants.

EXTENT TO WHICH SHOES ARE USED.

It is difficult to estimate accurately the consumptive capacity of Peru as regards footwear. Although there are over 4,000,000 inhabitants in the Republic, this figure is very deceptive as a basis on which to calculate the extent of the local market in any line. In the first place, it is estimated that over 50 per cent of the total population are native Indians, 32 per cent half-breeds, 2 per cent Negroes, 1 per cent Chinese, and only 15 per cent are white. The productive capacity of the Indians and many half-breeds in the mining regions, the "montaña," and the narrow coast regions is practically nothing, and their existence has scarcely any effect upon the consumptive capacity of the country. Their wants are few, and clothing and footwear are among the least of their troubles. Even in the larger cities and coast towns there is a considerable Indian and half-breed population, and the great majority of the inhabitants earn little more than a wage that restricts their purchases to actual necessities. The climate in the rainless coast regions and in the ever-wet forests of the eastern montaña section is such that footwear is not essential during any month of the year. Even in the high altitudes in the mining centers, where thousands of Indians are employed, large numbers of natives go barefooted through the deepest snows of winter.

The only cities of considerable size are Lima, with 150,000, and Arequipa, with 50,000 inhabitants. These two cities contain relatively more foreigners and more of the wealthier native classes, and their per capita consumption of imported goods is therefore much greater than the rest of the county put together. Lima, especially, contains a large percentage of foreign merchants and business men. Of the 150,000 claimed for the capital, 35 per cent are of Spanish descent, 25 per cent half-breeds, 17 per cent Indians, 12 per cent foreigners (principally Italians, French, German, and English), 6 per cent Chinese, and 5 per cent Negroes. Arbitrarily placing the number of persons who can afford to buy imported footwear at 300,000 will give American manufacturers an approximate figure on which to estimate the size of the Peruvian market.

PROGRESS OF EDUCATION.

The extent of the educational facilities of a country has a certain influence on its consumption of footwear. This is particularly true in children's lines, a growth in school attendance being invariably accompanied by increased sales of children's shoes in that community. Wherever compulsory education has been introduced the number of barefooted children has been gradually lessened. Other factors, such as occupation, earning capacity, climate, etc., naturally influence

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tal consumption of men's and women's shoes, but a decrease number of illiterates, which makes for higher ideals in man- nd dress, undoubtedly stimulates the use of footwear among lult population.

Peru there are no statistics available by which the educational ications of the inhabitants can be judged, but statistics cover- period of 10 years show but a slight increase in the number ools and pupils and in the money appropriated by the Govern- for educational purposes.

INFLUENCE OF EUROPEAN COLONIES.

e large number of Europeans in Peru, as compared with Ameri- esidents, has influenced to a certain extent the sale of footwear e Republic. The Italian colony, for example, is estimated to ain more than 7,000; the German, 3,000; the French, 1,500; the lish, 1,200; and the American not more than 500. The logical lt has been a demand for the product and manufactures of the e countries, with whose language, customs, business, etc., they familiar. Practically all of the strong importing houses, finan- institutions, and many of the large retail shoe stores are con- led by Europeans. The American firms of most importance in country are the United States Steel Co., the Singer Sewing Ma- ne Co., the Cerro de Pasco Mining Co., and W. R. Grace & Co., l many of the employees of these houses are Europeans.

TRADE ORGANIZATION AND METHODS.

THE RETAIL SHOE TRADE.

Retail shoe dealers in Peru fall into two general divisions, (1) the ban trade of Lima and Arequipa and (2) the provincial trade of e rest of the Republic, including the small ports and interior towns. f the cities named above, Lima, the capital, and Callao, the prin- pal seaport, are almost grown into one. The former lies 8 miles land and is connected with its port by a steam railroad line, an ectric passenger line, and an electric cargo railroad.

The bulk of imported shoes sold in the country are disposed of in ne section of which Lima is the center. As mentioned earlier in this eport, eight out of every ten retail stores are owned by Europeans, talians and Spaniards predominating. A number of stores in Lima re not unlike shoe stores in the United States, the interior arrange- nents being modeled on distinctly American lines. The method of arrying stock is similar to that in the United States, namely, on pen shelves. As a rule, the shoe stores in both Lima and Arequipa are devoted exclusively to this line of business. There are no de- partment stores in the sense that the term is used in the United States, but several large retail dry-goods establishments are found in the capital, and each of these carries a line of women's footwear. A number of the first-class retail stores handle only imported foot- wear. Some carry American shoes exclusively. Other establish- ments stock a line of domestic-made shoes as well.

Except in three stores, where the proprietors have adopted Ameri- can sales ideas, there is no fixed price for a pair of shoes. It is an

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established custom in Peru for the customer to bargain over each retail purchase made. Salesmen generally name the client a price higher than that at which the merchandise is marked and endeavor to obtain all that they can get. The system of beating down prices is so firmly rooted among Peruvians that it is almost impossible to deal on a "precio fijo," or fixed price basis. Proprietors are consequently not able to figure on a definite margin of profit on their business.

If a native firm sells at retail, it is not as a rule desirable or advantageous for it to act as the local representative of a shoe manufacturer. It is obvious that such a firm can not sell the same shoe as its clients in the same market, or the clients will seek some other source of supply.

One make of American shoes in particular is not being sold nearly as extensively in Peru to-day as seems to be possible, principally because the local agency is held by a retail store. An exception to this rule, however, is found in the case of a Lima retail merchant who holds the Peruvian representation for a certain line of American men's shoes. He makes no attempt to market the product within the limits of the capital, however, but sells only in territory where his clients can by no means be considered as competitors.

The success of this method of merchandising shoes in Peru depends more than anything else on the individual agent. The chief points to be kept in mind in the appointment of local representatives may be summed up as follows: First, financial standing; second, that the individual or firm has an adequate organization to properly cover the shoe trade in the territory allotted to him; third, that the territory given to an agent is not too large to be effectively covered; fourth, that too many different agencies are not carried, so that sufficient attention may be paid to pushing aggressively the sale of the shoe line; fifth, that the variety of products handled by the representative be not too dissimilar.

PROVINCIAL TRADE.

The retail shoe business in cities and towns outside of Lima and Arequipa is carried on mostly by the general stores. In some cases these import directly, but unless the business is of unusual volume the proprietor obtains his stock from an importing house in one of the large cities.

In the smaller towns in the interior, and especially in the section where the Indian population is large, the market place is a feature of the commercial life of the community. These markets are sometimes in special buildings, as in Arequipa, but for the most part they are held in the large central plaza or square of the town. In some districts the markets or fairs are held once a week; in other places they are a daily occurrence. These markets form the principal source of supply for most of the staple requirements of the population for miles around. Booths are usually erected on all sides of the square, and vegetables, shawls, boots and shoes, knicknacks, tobacco, and other wares are displayed within. Instead of trading at booths, it is customary in some towns for native women to squat on the ground, with the various commodities that they are selling spread

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out before them on a blanket. Thousands of pairs of domestic-made shoes of inferior quality are disposed of annually at these markets and fairs.

METHODS OF ENTERING THE PERUVIAN MARKET.

It is difficult to name any one "best method" of entering the Peruvian market. Whatever way is chosen depends for its success to a large extent on the merits of the individual line of shoes and the interest which the manufacturer takes in developing the export side of his business. In the past some American shoe manufacturers have concerned themselves with foreign trade only when the domestic trade was poor, with no idea of building up a permanent business. At present practially all of the exporters of shoes to Peru are firms that are definitely committed to a foreign-trade policy. Boots, shoes, and slippers made in at least 29 distinct American factories are being carried in stock in various sections of the Republic to-day (April 1, 1917), and it is possible that other makes of American footwear are on sale in Iquitos, the Amazon River port, which is difficult of access from the Pacific. Of the 29 manufacturers referred to above, less than a dozen were aggressively selling in the Peruvian market 10 years ago. Many of the newcomers are small manufacturers, and it has been demonstrated, in Peru at least, that there is an opportunity for all, regardless of the extent of the factory output.

Shoes are being merchandised to-day in three essentially different ways: First, by direct sales; second, by sales made through export commission houses; third, by sales made through local representatives. The first method includes orders placed through correspondence and catalogues and by traveling salesmen. The manufacturer who is not yet selling shoes in Peru, but who is interested in knowing the most satisfactory way of entering this field, may be guided by the brief descriptions of these several methods given in the following pages.

GROWTH OF MAIL-ORDER BUSINESS.

An important factor in the development of French trade in Peru has been the establishment in Lima of local offices of Paris department stores, such as Le Louvre, Aux Galeries Lafayette, Au Bon Marché, Au Printemps. These branch offices are located in the principal down-town shopping district of the capital and prior to the war were doing an increasing business, chiefly in women's wearing apparel for both street and house use, lingerie, boots and shoes, and the like.

In normal times samples of nearly all goods listed in catalogues are kept on exhibition in each office. Trying-on rooms, with women attendants and equipped with mirrors and other conveniences of regular retail stores are maintained. To place an order for a pair of shoes it is only necessary to choose the style desired from a catalogue profusely illustrated with cuts, determine, by actual measurement if necessary, the correct size, and pay down one-half of the catalogue price. Within three months the order is filled and by the payment of the remainder of the price plus a nominal parcel-post and duty charge the customer can secure the goods. German mail-

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order houses were also active in Peru, although their local representation has never been so strong as that of the French department stores.

One large American mail-order house and several important retail shoe stores in New York, Philadelphia, and other cities are doing a certain amount of business through the distribution of catalogues and by correspondence, but the total sales made in this way have not yet reached the volume of the European business. Individual Americans or American families in various mining centers or cities of Peru were the first customers by this method. Gradually, with the more general introduction of catalogues, inquiries were received from native families, and in the absence of competition from European sources the demand for catalogues from the United States is increasing. In spite of the rapidity of the growth of the American mail-order business it is believed that manufacturers have not yet begun to appreciate the possibilities of this selling method. Articles imported by parcel post are subjected to the same customs duties and surtaxes as goods brought by freight, but they escape landing charges and commissions exacted by customs brokers.

SALES THROUGH EXPORT COMMISSION HOUSES.

American, British, and Continental export commission houses play an important part in the Peruvian shoe trade. The largest amount of American business of this nature is done through New York, although there was a time when several well-known American lines were marketed in Peru through English commission houses. Since the export commission house has made a specialty of the foreign field, it is in a far better position than the average shoe manufacturer to undertake foreign shipments and accounts, and can relieve the latter of a tremendous amount of petty detail in connection with the forwarding of goods from New York. Packing, credits, customhouse procedure, documentation—all of these subjects need no investigation or attention at the factory, because such things come within the scope of commission-house activities. Furthermore, the manufacturer selling shoes through export commission houses receives cash payment for his goods within a few days after they leave the factory. In many respects the entire transaction requires less attention than the handling of a domestic order of the same size.

Without doubt, establishing connections in this way is the cheapest and least hazardous method of selling shoes on the west coast of South America. The individual manufacturer, however, is not in direct connection with his trade, nor does he control it. The customers who are buying a line of shoes through a commission house are in reality the clients of that commission house and not of the manufacturer, as the latter may discover if he tries to sell to the trade direct. So long as the American manufacturer can not carry the risk, or will not give the customary credit, or is unable to discount his bills or sell his notes from Peru, the export house will inevitably thrive and fill a want. Its elimination would certainly be keenly felt until some other method of financing sales could be carried out. Nearly every retail shoe dealer in Peru, whether he maintains a shoe store exclusively or a general store with a boot and shoe department, has at some time or other had dealings with export

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›n houses in the United States or Europe. In some cases ons between the Peruvian shoe importer and American or ı export commission houses are of long standing.
f the large American commission houses send to Peru or oast a traveling salesman whose specialty is boots and shoes. ıs rely on branch houses in Lima and Arequipa for such d the latter cover the country well through their regular ıal travelers. It is not possible for these travelers to carry ıe of sample shoes, because they are handling a good many ıds of goods, and expenses would be considerable. A full ›oot and shoe samples is shown, however, at the main office

SELLING THROUGH LOCAL REPRESENTATIVES.

Peruvian houses are used as agents by American, British, ıtinental shoe manufacturers in a number of cases. None of l agents represents shoe manufacturers exclusively, and for t part these are large commission houses or general importers. of shoes are not carried, sales being made through samples ed to the trade either in the Lima or Arequipa main office or by regular commercial travelers of the firm on periodical Native and American houses are both used by American shoe ıcturers; German manufacturers invariably appoint German ɔ represent them.
'e are numerous advantages of having a local representative in He can render valuable service to the traveling representative he factory who may, perhaps, cover the territory once a year. n offer invaluable suggestions regarding the probable buyers market, credit information, new dealers, and the activity of titors. At the same time he can take repeat orders on a com- n basis, settle disputes that may arise in connection with ship- , and thus eliminate in many cases long-drawn-out arguments ıil which often result in the loss of good customers. In view uncertainty of shipments since the beginning of the European ı shoe merchant may suddenly find himself confronted by three ır drafts falling due within the space of a week. Even though nancial standing is of the best, it may be beyond his resources ;et all of these drafts at one time. The advice of the local rep- tative of a shoe factory regarding the advisability of granting :tension on a draft is invaluable in such a case.
responsible resident agent can also be of considerable service to ınufacturer by arranging for the distribution of small orders ved from a number of different dealers in his territory. The lental expenses on these would be disproportionately high if ped directly to the individual retailer, and the factory would lose a good many orders, because these retailers, rather than d the increased expense of a small shipment from the United es, would purchase from a local shoe factory or from European orters.

NEED FOR CARE IN APPOINTING AGENTS.

ocal representatives should be selected with every possible precau- ı. There exists in Peru a large number of irresponsible individ

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thing. Preferably agents should be appointed only after the field has been investigated by a competent representative. It should be definitely ascertained that the individual who is given the sole agency for a line of shoes in Peru is sufficiently strong financially to push sales energetically in the territory allotted to him and that he has effective connections throughout the various Provinces.

The mistake is sometimes made of granting the sole agency for Ecuador, Bolivia, and Peru, and sometimes Chile, to an importer established only in Guayaquil, La Paz, Lima, or Santiago. Unless this importer has representatives traveling up and down the coast and into the interior, it would be just as consistent to grant an American merchant the sole agency for Florida and California. There are half a dozen or more general importing houses having branches established throughout the four republics, with their head offices in Hamburg, New York, London, or Liverpool.

A COMPARATIVE STUDY OF SUPPLY AND DEMAND.

THE BARBER BUSINESS ABROAD.[1]

With the exception of some cities in Canada, the elaborately furnished barber shops to which Americans are accustomed are practically unknown outside of the United States, according to reports received from consuls in all parts of the world regarding the market for barbers' supplies. Foreign barbers generally do not offer their customers the extended list of services provided by American shops, in most cases confining their work to shaving and hairdressing. Face massage is unknown to the barbers of many European cities, and consequently the market for apparatus for this work is almost entirely undeveloped.

The ordinary equipment of an English barber shop is much less expensive and ornate than in the United States, and the shops in the city of London proper, where are located the stock exchange and many of the principal financial institutions, would, from the American point of view, be regarded as very simple establishments. Only a small proportion of the money which would be required to furnish an establishment in a corresponding locality in any large American city is spent in equipping one of these places. American barbers' chairs are found in London, Liverpool, Manchester, and occasionally in some of the smaller cities, but the type in most common use is a four-legged wooden chair with a movable back and headrest, costing from $7 to $18.

CHARGES AND INCOME OF ENGLISH SHOPS.

In London the charges for services are 4 to 12 cents for a shave, 8 to 24 cents for a hair cut or shampoo, and 60 cents for massage, varying according to the patronage of the different shops. In other cities the maximum rates are generally somewhat lower. The rental for barber shops in London is from $145 to $2,433 per year, and the proprietor of the average well-conducted shop having six chairs and charging average prices would expect to make about $1,500 a year.

[1] From Daily Commerce and Trade Reports, Mar. 8, 1913.

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It is doubtful if any barber-shop proprietor in that city has an annual income from his business of more than £1,000 ($4.866). In Bradford the majority of the owners of the 296 barber shops in that city have a net income of 28 to 32 shillings a week ($6.80 to $7.78) a few of the better shops making from £3 to £5 ($14.60 to $24.33) a week. The rental paid for the average shop, which is generally in a dwelling house, is 8 to 10 shillings a week ($1.95 to $2.43). More expensive establishments in the center of the city pay £60 to £200 ($292 to $973) per annum. In Nottingham the annual net income of the average shop is somewhat higher—from $1,000 to $2,000—while the best shop in the city annually returns $2,500 to $3,000 to its owner. It is customary there, however, for barber-shop proprietors to sell men's furnishings, such as neckties, caps, handkerchiefs, walking sticks, etc. Rentals paid for shops in Nottingham range from $150 to $1,000 per annum. In Huddersfield the average weekly income of the majority of the barber-shop proprietors is 30 shillings ($7.30), while the best shops return an average of £2 ($9.73) a week. The average rental paid is £50 ($243) a year. Most of the Huddersfield barbers are members of an association that has for its chief objects the promotion of early closing, a half holiday each week, and the general advancement of the trade. In Sheffield shop rents run from £30 to £50 a year for the small establishments to about £300 ($1,458) for the largest on a principal street. The average income per chair is 45 to 50 shillings ($8.50 to $12.16) a week, and the estimated profits per week per chair 12 to 15 shillings ($2.92 to $3.65). Good workmen are paid £1 to £1 6s. a week (4.86 to $6.32).

SCOTCH, IRISH, AND WELSH SHOPS.

The range of charges for services in the barber shops of Scotland, Ireland, and Wales is about the same as in the corresponding cities in England. In Edinburgh the net income of barber-shop proprietors are from $500 to $3,500 per annum, with the average considerably less than $1,000. Shop rents run from $250 to $2,000 a year. The rules of the British Hairdressers' Guild require careful observance of sanitary rules, and the shops are periodically inspected by an officer of the public health department. In Glasgow the incomes of barber-shop proprietors average about $1,500 a year, while that of the proprietor of the leading establishment is placed at $10,000 annually. Rentals run from $300 to $5,000 per annum, with an average of $750. Tips range generally from 2 to 6 pence (4 to 12 cents). A first-class shop in Aberdeen, charging 6 cents for a shave and 12 cents for a hair cut or shampoo, will take in annually about £600 ($2,920), about two-thirds of which goes for wages and rent. Cheaper shops, charging 3 or 4 cents for a shave and 6 to 8 cents for a hair cut or shampoo, have an average gross income of £400 a year, of which £250 would be paid out for rent and labor. In Dundee the average yearly income is lower, about $750, on account of the great number of small shops scattered about the city. In the larger shops assistants are paid $5.84 to $9.25 a week, with a commission of about 8 per cent on the work performed, besides their tips, which is more than the income obtained by many of the smaller shops. A first-class shop in the center of town rents for $500 to $1,000 per annum.

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The income of the ordinary run of barber shops in Cork, Ireland, averages about $780 per annum for each man employed, and shop rentals run from $60 to $500 a year. The largest shop in the city employs 8 barbers. In Cardiff, Wales, the price scale is low and the shops not at all elaborate. Most of the shops are run in back rooms connected with stores for the sale of tobacco, newspapers, or fancy goods, while the leading shop is operated in connection with a ladies' hairdressing establishment and a fancy-goods store. The average rent is $200 a year.

London is the chief distributing center for barbers' supplies for the United Kingdom. American shaving soaps are well and favorably known, but most of the perfumes and other toilet preparations used are of British, French, or German manufacture.

LOW INCOMES AND HIGH RENTS IN AUSTRIA.

Austrian barber shops, in the main, are plainly furnished, and their proprietors have small incomes. An apprentice must serve for four years before he is permitted to open a shop in his own name, and during this apprenticeship his compensation is small. In the best shops apprentices are paid a weekly wage of 41 cents during the first year, 61 cents during the second, 81 cents during the third, and $1.02 during the fourth year. They also receive gratuities from their customers. Austrian barbers object to American reclining chairs on the ground that they compel the barber to stand erect while shaving a customer or cutting his hair, whereas he is accustomed to leaning over. In the health resorts another objection is advanced, namely, that on account of the high rents the shops are small and the American chairs take up too much room. It is also said that many of the customers are averse to being shaved on what appears to them like an operating table. Most of the barbers' furniture used is made either in Austria or Germany. Toilet articles, such as soaps and perfumery, are purchased in France and the United States. Razors are obtained in Austria, Germany, and England, and most of the safety razors are imported from the United States.

In Prague the income of a good barber of medium grade is about $50 a month, while in Carlsbad and other health resorts barber shops and hairdressing establishments make $250 to $400 a month during the resort season, some the best shops earning as high as $1,500 to $2,000 a month. As the season is never more than five months long, many of these shops keep open only a part of the year, paying $500 to $2,000 rent, and those which do remain open throughout the year depend entirely on "the season" for their support. The scale of charges is as follows: Shave, 4 to 12 cents; hair cut, 8 to 22 cents; shampoo, 20 to 80 cents; hairdressing, 30 cents and upward.

FRENCH SHOPS SERVE BOTH SEXES

French barbers receive from 3 to 10 cents for shaving, 6 to 20 cents for a hair cut or a shampoo, 10 cents to $1 for hairdressing, and 15 cents to $1 for a massage. The massage is unknown to the barbers of Rouen, Rheims, and some other sections of France. In many places barber shops are run in connection with ladies' hairdressing

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parlors, and it is difficult therefore, in many cases, to ascertain just what the income arising from the barber business is. Fully half the income of the shops in the Rheims consular district arises from the women's trade. In that district the average annual income of the owners of ordinary barber shops, exclusive of the income from the women's trade, is about 6,000 francs ($1,158), while the best shop brings its owner some 10,000 francs ($1,930) a year. These shops pay about 1,200 francs ($232) a year for rent. In Rouen the average income of the ordinary run of barber shops is $400 to $800 a year, and in Nantes it is about $500. The annual rentals paid in these cities run from $80 to $300 or $500 for good shops and $800 to $1,200 for the best establishments. In Lyon the owner of an ordinary shop near the center of the city will do an average business of about $2,000 a year, which will yield a net profit of $290 to $350. In other quarters of the city there are many small shops that show a yearly profit of not over $120. The chairs in general use in French barber shops are light in weight and small, differing from ordinary chairs only in having a back that can be lowered. Supplies and furniture come almost entirely from Paris. Considerable business is done in American toilet preparations, which are imported through Paris.

GERMAN SHOPS AND CHARGES—WAGES PAID.

The ordinary barber shops in Germany are much less elaborate than those to which Americans are accustomed, and there are few places in the country where barber chairs such as are in use in the United States can be found. The chairs in general use are plain and uncomfortable. Most German barber shops sell perfumes and toilet articles, and engage in the manufacture of wigs, switches, etc. The apprentices are obliged to learn the last-named branch of the trade and are kept at this work when not busy with customers. The prices charged here range as follows: Shave, 4 to 8 cents; hair cut or shampoo, 7 to 18 cents; massage, 12 to 36 cents; hairdressing or trimming beard, 4 to 12 cents. The use of cards entitling the holder to a certain number of shaves or hair cuts at a reduced rate is common. For instance, in Stettin a special rate is made of 10 shaves for 1½ marks (36 cents), or 10 hair cuts for 3½ marks (83 cents).

In Mannheim barbers are paid wages of $28.50 to $35.70 a month and receive in addition an average of $6 or $7 a month in tips. Tips range from 1¼ to 5 cents, but some regular customers tip only once a month or at the end of the year. In Brunswick barbers are paid $31 to $36 a month, and hairdressers $19 to $23. Barber-shop expenses there are heavy, and the annual net income of the average shop is from 2,000 to 3,000 marks ($476 to $714). The annual rent paid for the ordinary shop is 750 marks ($178.50). The largest shop in Brunswick makes an annual net income for its proprietor of 8,000 to 10,000 marks ($1,904 to $2,380), out of a gross annual income of between 30,000 and 35,000 marks ($7,140 and $9,520). In Nuremberg barbers who can dress women's hair as well as shave, shampoo, etc., are paid $21.42 to $28.56 a month, while those who do no hairdressing receive $17.85 to $21.42 a month. Barbers also

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expect a tip of 10 to 20 pfennigs (2½ to 5 cents) from each customer. Rentals for barber shops in the center of the city range from $357 to $952 a year, and the smaller shops and those in the suburbs pay $142 to $357 a year. Of the 400 barber shops in Nuremberg, serving a population of 345,000, not more than a dozen have 6 to 10 chairs, the rest being mainly shops of 1 to 3 chairs.

PAPER HEADRESTS—INTRODUCTION OF AMERICAN SUPPLIES.

The prevailing style of barbers' chair in use in Germany is simply a high, cane-seated, wooden armchair, with a detachable headrest. The use of rolls of paper is general, the paper being torn off after each customer is served. Soaps, combs, manicure implements, and general barbers' equipment are usually of German manufacture. French and German perfumes are used, Cologne being the German center of this trade, and American shaving soaps have some sale. To extend the sale of American chairs and other supplies in Germany would require the establishment of agencies in one or more of the large cities, where customers could be shown samples of the goods, and the successful introduction of American equipment in some of the leading fashionable shops of Berlin, Hamburg, Leipzig, or Frankfort on the Main, where conditions are most favorable. If once successfully demonstrated in some of the leading shops, so that the comfort and convenience of American chairs becomes known, their use in the smaller cities would probably follow. German dealers in barbers' supplies maintain permanent exhibitions in the central distributing centers, to which prospective customers are taken to select their equipment.

ITALIAN BARBER SHOPS.

Italian barber shops are not furnished with the elaborateness common in America, most of the shops being small and equipped with chairs of Italian make, which are nearly straight-backed, and not adjustable. In Catania, basins with running water are found in only a few shops, and the only water used is applied to the face by the barber with the tips of his fingers from a bowl held in his hand. The net income of the best barber shops in that city, which has a population of 210,000, is estimated at 4,500 to 6,000 lire ($869 to $1,158) a year, while the average income of most of the shops is about 2,000 lire ($386) per annum. In the better shops a shave may be obtained for half a lire ($0.096) and a hair cut for a lire ($0.193). Shampoos and massages are not given. Subscription service is general, a payment of 4 lire (77 cents) a month, with a monthly tip of about 10 cents, covering shaving three times a week and hair cutting semimonthly. In Leghorn, Milan, and Naples a shave costs 10 to 15 cents, a hair cut 10 to 20 cents, and a shampoo 6 to 10 cents. In Leghorn the incomes of barber-shop proprietors range from $1.50 to $3 a day, and the average rental of a shop is about $14 a month.

BARBERS' CHARGES LOW IN SEVILLE, SPAIN.

The barber shops of Seville are numerous and largely patronized, for its citizens of all ranks are noticeably well groomed. The shops are widely distributed throughout the city, those in the poorer sec-

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tions being exceedingly crude, but those in the more prosperous districts neat and clean and well manned, even though not luxuriously equipped. In the poorest shops a shave or a hair cut may be had for about 3 cents, exclusive of the inevitable tip. In the average shop, however, either of these services costs about 5 cents; and in a few shops, about 9 cents. In the better shops the patron gives a tip of 2 to 5 cents to the attendant, whose service is rendered as efficiently as that of barbers in the United States.

The supplies of perfumes, soaps, and powders for these barber shops are at present mostly of domestic manufacture, though some are imported from France. The toilet articles, such as combs and bottles, are of Spanish make, while the razors are now generally imported from Germany. The shops are not fitted elegantly; many unessentials to which Americans are accustomed are not to be found here. The chairs are usually of domestic manufacture, hence it would seem that there might be a good opportunity for the introduction of American chairs and other supplies.

BARBERS' WAGES IN SWITZERLAND.

Zurich, Switzerland, has 227 barber shops and hairdressing establishments, one to every 836 of the city's inhabitants. Most of the shops are small and about 20 are devoted exclusively to women. About 600 barbers are employed, receiving 58 to 77 cents per day, besides the tips, which are taken over by the head barber and divided equally among the employees at the end of each week. These tips amount to between 38 and 77 cents a day per man, according to the class of trade catered to, making each man's earnings between $0.96 and $1.54 a day, more than is received by street car employees, printers, masons, and many other classes of workmen in Switzerland. The net gain of the average shop of 2 or 3 chairs, after paying all expenses, is about $290 a year. Some of the largest shops return as much as $1,500 a year, while many others scarcely afford maintenance to the proprietors.

Most of the Zurich barber shops are neat and attractive in appearance and scrupulously clean. Many have separate ladies' hairdressing departments, and manicuring is done in several of the better class shops. Perfumery, soap, and other toilet articles are invariably carried for sale, and some barbers even sell leather goods, canes, and travelers' articles. The chairs used are greatly inferior to the American make, being little more than common armchairs with movable backs and headrests. The footrest is simply a bar placed under the washstand in front of the chair. A good chair of this sort, upholstered in leather and supplied with a movable headrest, may be bought for $28.90. Cane-seated chairs are sold for $9.65, and common bent-wood chairs for $3.80, with $1.15 extra for a headrest. There are two American chairs in use in the city, which give entire satisfaction, but local barbers say they are too expensive and take up too much room to meet with a general sale. A few shops are using American massage apparatus, in response to the demand for this service by American tourists.

The prices charged in the barber shops of Zurich are as follows: Shave, 5 to 8 cents; hair cut, 10 to 15 cents; shampoo, 15 cents; hair-

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dressing, 6 cents; "friction," with quinine or other toilet water, 10 cents; massage, 39 to 48 cents; manicure, 48 cents. Razors, scissors, clippers, combs, brushes, soaps, and other articles used are generally of domestic make, although German and French goods are also popular.

BARBER SHOPS OF RUSSIA AND SWEDEN.

In Moscow, Russia, the average income of the ordinary barber-shop owner is $2,000 to $4,000 a year, and the charges for services are 5 to 10 cents for a shave, 5 to 20 cents for a hair cut, 15 to 30 cents for a shampoo, and from 25 cents up for massage.

In Sweden barber shops are as numerous as in the United States, and their owners take pride in keeping them neat and clean, but they are not as lavishly furnished as are most American shops. American chairs are known to be excellent, and might become popular, but barbers say they are too expensive, as the chairs in common use there cost only $7 to $12 each. Shaving costs 5 to 10 cents; hair cutting, 14 to 20 cents; shampoo, 12½ to 18 cents; and mustache trimming, 5 cents. Massage costs 12½ cents at Stockholm, but is not given by the Goteborg barbers. In the latter city the better barber shops net from $800 to $1,100 a year. Most of the soap and toilet articles used are of Swedish origin, but some perfumes and other preparations are imported from France and Germany, and American soap is occasionally seen. Most of the imports come through Hamburg houses.

AMERICAN CHAIRS COMMON IN ARGENTINA.

Pernambuco, Brazil, with a population of 250,000, has many barber shops, but only two are equipped with revolving and reclining chairs of the American type. The proprietors and workmen are all Brazilians, and most of the shops are small, with two to four chairs each. The owners of a few of the most popular shops take especial care to have them kept clean and neat, while the majority of the second-class shops are not so particular. In the best shops a shave costs 10 cents; a hair cut, 33 cents; a shampoo, 25 cents; and dressing the hair, 25 cents. Massage is not given. The average income of the owner of one of the leading shops is about $16 a day, while the owner of the ordinary shop makes about 10 milreis ($3.33) a day. Most of the furniture is of domestic manufacture, coming from Rio de Janeiro, although some is imported from Europe. Toilet articles and soaps are obtained chiefly from France, while most of the other accessories come from Germany.

In Argentina, barber shops are almost invariably operated in connection with perfumery stores, and sometimes include haberdashery in their stock. It is therefore impossible to ascertain the actual income resulting from the operation of the barber shop, but the total net income of such an establishment averages about $3,000 per annum, the income of the most flourishing scarcely reaching $5,000 a year. The average shop charges 17 cents for a shave, 22 cents for a shampoo, 25 cents for a hair cut, and 50 to 70 cents for hair dressing. The shops make a good appearance, but are not always clean. Most of the furniture used is obtained from the United States, while perfumes, etc., come from France and Germany.

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URUGUAYANS LIKE GOOD SERVICE—PARAGUAYAN SHOPS SIMPLE.

The men in Montevideo, Uruguay, like first-class barber service and spend much time in the baths and barber shops, but massaging, hot towels, and similar American luxuries are unknown. After being shaved the customer gets out of the chair and washes his face himself. Barber shops are customarily operated in the back room of a store selling shirts, collars, ties, and other furnishings, and perfumery. The best shops make from $300 to $400 a month, and charge 21 cents for a shave or shampoo and 31 cents for a hair cut.

Furniture for barber shops is obtained from France, England, Germany, and the United States; and perfumes, toilet articles, etc., come from France, and, to some extent, the United States. Cane-seated armchairs, without adjustable arrangements, are the only kind in use in the barber shops of Paraguay, and the services required of barbers there are confined to shaving and hair cutting, shampoos being occasionally but not commonly given. A shave costs about 10 cents, a hair cut 15 cents, and a shampoo 20 cents. Few shops have more than two or three chairs, the largest establishment in Asuncion, the chief city, having six. Perfumes and toilet articles are sold by nearly all classes of mercantile establishments, being imported from the United States and Europe.

AMERICAN EQUIPMENT GENERALLY USED IN MEXICO AND CANADA.

Most of the barbers' chairs in use in Mexico were manufactured in the United States, and Mexican barber shops resemble those of the United States, except that they are not generally so elaborately furnished. The charges for services are generally uniform for either shave, hair cut, or shampoo, being 25 centavos (12½ cents American gold) in first-class shops. In Mexico City the rate is 30 centavos (15 cents American). A shop of 3 or 4 chairs in the latter city will bring in an average of $6 to $7.50, American gold, a day, while a large shop of 12 to 15 chairs brings in $9 to $12.50 daily.

In Canada barber-shop conditions are practically the same as in the United States, American equipment being in general use. The charges for services are the same as in the United States, ranging from 10 cents for a shave and 15 cents for a hair cut in the smaller cities to 15 cents for a shave and 35 cents for a hair cut in Winnipeg, Quebec, and other large cities. Incomes vary proportionately, and are about the same as are obtained from similar establishments in the United States.

FEW MODERN BARBER SHOPS IN TURKEY.

Most of the barbers' furniture in use in Constantinople is of English or Austrian manufacture, the chairs being of the straight-backed type, with a headrest. In even the best shops reclining and revolving chairs are unknown. Perfumes, soaps, and other toilet articles are purchased in France, and razors, etc., in France and England, although several of the best shops use American clippers. The largest shop in the city, operating 9 chairs, takes in about $10,000 a year, and the smaller shops, with 3 or 4 chairs, earn about $3,000 a year.

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The charge for shaving is 4 to 10 cents; for a hair cut, 5 to 28 cents; for a shampoo, 6 to 20 cents. Face massages are not given.

In Saloniki barbers' charges are not fixed, barbers accepting whatever their customers will pay. Many patrons pay by the month, 15 to 25 piasters ($0.66 to $1.10) a month paying for 3 to 7 shaves a week. The common payment for a single shave is 4.4 cents and for a hair cut 13 cents. Practically all the furniture used is of local manufacture, copied after German and Austrian designs. The laboring classes are served mostly by traveling street barbers.

PECULIAR BARBER-SHOP METHODS IN HARPUT.

Even the best of the barber shops in Harput are very modest affairs. A straight-backed chair of local make, a small mirror on the wall, and a peculiar pan with a semicircular piece cut out of its rim so that it fits partially around the neck under the chin constitutes the standard equipment. Water is put in the pan, which is placed under the customer's chin, and the barber makes the lather with his hands and rubs it on the customer's face, usually without a brush. The soap used is of the ordinary domestic make. The commoner shops charge only 1 or 2 cents for a shave or hair cut, the highest priced seldom charging more than 10 cents. Europeans living here pay as much as 20 cents for a shave or hair cut, as the barber is always called to the customer's house. It is doubtful if the best barber in the city clears as much as $1 a day, and none of the shops pay more than $30 a year rent. An Armenian returning from the United States recently brought with him a modern barber's chair and other appliances and opened a shop in a good location, but his income was not in proportion to his investment, and he finally returned to America.

Europeans and the well-to-do natives in Bagdad also have the better-class barbers come to their houses, paying them 12 to 14 cents for a shave and 20 to 24 cents for a hair cut. In the shops the charges are 3 cents for a shave and 5 cents for a hair cut, these being the only services rendered. The average income of an ordinary barber shop is $8 to $10 a month and the average rent $20 a year.

SYRIAN BARBERS.

In the chief cities of Syria there are barber shops of the European type which cater to the better-class trade, while the cheaper barbers ply their trade in the streets. From $2 to $4 per chair per week is the average income of the shops, while the itinerant barbers earn much less. The prices charged vary with the social or financial standing of the customer. In Aleppo a shave costs from 2 to 8 cents, a hair cut from 4 to 10 cents, and a shampoo from 5 to 10 cents. No massaging or hair dressing is done. In Jerusalem a shave and hair cut in the best shops costs 10 to 15 cents. By the month the average charge is $1, which covers shaving three times a week and hair cutting when necessary. In the cheaper shops peasants can have their heads shaved and beards trimmed for 2½ to 7 cents. These shops have only a crude wooden bench and chair, with a hand-glass for the customer to hold. In the better shops of Jerusalem armchairs are used, and there are two of an old American model.

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Prices are somewhat higher in the better-class shops of Smyrna, a shave costing 8 to 15 cents, a hair cut 15 cents, shampoo 10 cents, and a massage 25 cents. The owners of these shops take pride in maintaining a neat appearance which compares favorably with the best American standards, although their chairs and other furniture are of a primitive type. One American barber's chair was imported in 1886, but its price was prohibitive for this market, and no further imports were made. The principal shop in Smyrna has a gross income of probably $2,500 to $3,000 a year.

ITALIAN BARBERS IN TRIPOLI—NO SHOPS IN OMAN.

Nearly all of the barbers in Tripoli are Italians, and the shops compare favorably with those of Italian cities of the same size. The ordinary price for a shave is 10 cents, for a hair cut 25 cents, and for a shampoo 12 cents, and the daily income of the average barber is about $1.75. The best shop in the city probably does not net the owner more than $2.50 a day, to which may be added about $1 a day in profits from the sale of soaps, perfumes, combs, brushes, razors, etc. The ordinary shop rents for about $80 a year. Most of the supplies come from Italy, but American razor strops, German razors, and French perfumes are noticed. These articles are obtained chiefly through agents in the principal Italian cities. The Arab barbers furnish almost no market for supplies, as a pair of scissors, a pair of clippers, and a razor make up their equipment. They erect their temporary shops in the market places by spreading some matting over a few poles. Arabs have their heads shaved, keeping the hair short so that the white skull cap, over which the fez is worn, will fit closely.

There are many barbers in Maskat, Oman, but no barber shops. Wealthy people are attended in their homes, while the poorer classes are shaved in the bazaars, both customer and barber sitting on a mat, facing each other. It is customary to shave the entire head, the charge in the bazaars being equal to 2 cents in American money. Perfumes do not appear to be used by barbers, although they are in general use in other ways. Razors and clippers are bought in Bombay, India.

ADEN BARBERS CALL ON THEIR CUSTOMERS.

In Aden the barbers are Hindoos, who generally call at the homes of their customers. The European residents have these barbers call every morning at about 8 o'clock, and pay $1.28 a month for the service, which includes one hair cut. Europeans furnish their own razors, shaving mugs, and brushes. The high-class natives pay 64 cents a month for the same service and do not furnish the equipment, and the coolies and others of the poorer classes pay only 15 cents a month. Those paying the latter rate, however, call on the barber. There is only one barber shop in the city, and its charges to transients are 8 cents for a shave, 12 cents for a hair cut, shampoo, or dressing the hair, and 16 cents for a massage. To residents these charges are reduced 2 cents. This shop takes in from $16.22 to $25.95 a month, and pays a rent of $4.86 and a quarterly Government license of $2.27. The only special furniture is an English barber's chair ob-

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tained from a British ship. Most of the perfumes, toilet articles, etc., are obtained from France. The equipment of the ordinary Aden barber consists of one or two German razors, a brush, a shaving mug, one towel, shaving soap, and a cheap razor strop. The soap is made in Bombay or Calcutta, and is perfumed.

AMERICAN EQUIPMENT USED IN SOUTH AFRICA.

The English idea of combining a barber shop with a tobacco shop, news stand, or store for the sale of toilet articles is followed in South Africa, but American chairs and appliances are coming into rather general use. In Cape Town the best shop has three chairs, which are said to bring in about $3.75 each per day. The average rent chargeable to the barber department of Cape Town shops is $25 to $35 a month, a similar amount being chargeable to the other businesses carried on in connection with nearly every establishment. There the charge is 12 cents for a shave or shampoo, 12 to 24 cents for a hair cut, and 24 to 61 cents for a massage. At Port Elizabeth and Durban the average charges are the same, and the proprietor's income arising from the barber business of the best shop would not exceed $30 a week. The better-class shops are kept neat and clean, with attention to sanitation and the use of disinfectants. Electric lights are generally used, and electric revolving brushes for the hair.

The largest barber shop in Johannesburg is fitted with 12 chairs, of which 6 are in steady use. This shop pays $243 a month in rent and $500 in wages to the six barbers employed, and its gross income is estimated at $1,100 to $1,250 a month. Smaller shops pay $36 to $75 a month rent. The scale of prices charged is as follows: Shave, hair cut, or shampoo, 25 cents; electric massage, 35 cents. The municipal laws require a permit for opening a barber shop, and all such establishments are under the control of the local health officer, by whom they are periodically inspected. Barbers are required to wear long linen coats without pockets, and the use of sponges or powder puffs is prohibited. All of the chairs in use in Johannesburg are of American make, and the opportunity for the sale of American barber-shop equipment in South Africa appears to be good, while American shaving soaps and toilet preparations are already in good demand. At present a large part of the supplies needed are obtained from England, France, and Germany.

ITINERANT WORKMEN PREDOMINATE IN INDIA.

Bombay, India, has three shops operated by Europeans, and several that are run by Goanese or natives, but most of the barbering is done by itinerant workmen who call at the homes of their customers. The European shops charge 16 cents for a shave or shampoo, 32 cents for a hair cut, and 65 cents for a massage. The other shops charge about half as much. Native barbers calling at the house have special monthly rates. Workmen, coolies, and the lower class of servants have their work done on the street. The chairs used in the shops are of the ordinary four-legged, unupholstered type. France, England, and the United States rank in the order named as sources of supply for perfumes and toilet articles. The same general conditions prevail in Madras and Rangoon.

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One white barber established himself at Karachi some time ago, but he was unable to meet expenses, his gross income being about 300 rupees ($97) a month, and he later left the city. All the barber work of the city is now done by peripatetic workmen, who carry their razors, clippers, etc., the full equipment of a barber being valued at about $2. The white barber mentioned charged 16 cents for a shave and 32 cents for a hair cut or shampoo. The native barbers charge about half these rates, but will call each morning to shave a customer, cutting his hair when needed, for 5 rupees ($1.62) a month.

CHANGES TAKING PLACE IN CHINA.

The adoption of European costumes and customs in China is increasing the market for foreign barbers' supplies in the larger centers, although the great mass of the Chinese barbers in the interior, and even in the ports in touch with foreigners, will have no use for such equipment for an indefinite time in the future. Chinese barbers formerly traveled about, serving customers at their homes or places of business. Each barber carried his equipment, which generally consisted of a stool on which his customer was seated, a small wooden tub used as a basin, the old-fashioned triangular wedge-shaped Chinese razor, Chinese scissors, and possibly a jar or other vessel for carrying water. In recent times this water holder has generally been a kerosene tin with its top cut off and a round stick passed from side to side across the top and held in place by nails. In the interior this equipment is still used by the barbers who serve most of China's population. The chief duty of a barber before the cutting of queues became general was to comb and brush the long hair, plait it again into a queue and shave the forward part of the head. For this service he received the equivalent of 4 cents in American money. Few Chinese have beards, so shaving is not generally necessary.

In the larger Chinese cities shops somewhat similar to American or European establishments but equipped with Chinese implements and serving their customers according to Chinese standards have been opened. Such shops have come to be consumers in some degree of cheap perfumes, soaps, and other toilet preparations, and the adoption of the foreign manner of dressing the hair has also led to many small, inexpensive, but significant innovations. Foreign hair clippers and razors are in common use, and native-made chairs patterned after the cheapest and simplest foreign product are coming more and more into use. In a number of shops installed in Newchwang after the cutting of queues became general second-hand American adjustable chairs are found flanked by the ordinary stiff-backed European barbers' chairs.

FOREIGNERS SERVED BY HOTEL SHOPS.

In Hongkong and the larger Chinese ports foreigners, particularly tourists and travelers, are served by foreign-style shops, which are generally connected with the leading hotels. Most of these shops have been approaching as near to the American standard of barber-shop equipment as they can afford. One establishment in Hong-

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kong has complete American equipment and another has American-European equipment of the second class. In addition there are perhaps a half dozen shops that cater to the cheaper foreign, Eurasian, and similar trade, which use second-rate American and other foreign equipment and supplies. These shops seem to be constantly endeavoring to reach as near as possible the American or high-class European standard. The first-class shops serve only a limited local and transient population, however, and the patrons of the second-class shops can not afford high prices, so the demand for equipment is somewhat limited.

The charges of barbers in the foreign concessions are about as follows in American money: Shave, 10 to 15 cents; hair cut, 20 to 25 cents; shampoo, 15 to 30 cents. Many of the foreign barbers in the ports of China are Italians. Foreign-style shops are also run by Japanese in many cities.

BARBERS IN JAPAN, SINGAPORE, AND ZANZIBAR.

Barber shops in Japan may be divided into two classes—those patronized by foreigners and the wealthy Japanese and those patronized by the poorer natives. Owners of shops of the first class make as much as $50 a month, while those of the second class average only about $15 a month. The average prices charged are: Shave, 7½ cents; hair cut or shampoo, 12½ cents. In the large foreign hotels the charges are about the same as in the United States, while in the cheapest shops a shave may be obtained for 3 cents. A few barbers' chairs are imported from the United States, but most of the furniture used is of domestic manufacture.

Many barbers' chairs are in use in the city of Singapore, Straits Settlements, and American toilet articles are used almost exclusively. Barbers there receive 28 cents for a shave, shampoo, or massage and 28 to 40 cents for a hair cut.

In Zanzibar, a city of about 30,000, there are only some 200 white men and women, and most of the white men shave themselves, waiting for the arrival of a steamer in the harbor to get a hair cut. There are a few barber shops, roughly fitted up, which are generally conducted by Indians and patronized by Hindus and natives. In the native quarters and the bazaar itinerant barbers serve the natives. Such a barber sits in the shade of overhanging roofs, seizing the head of his customer, who is curled up before him, and gives him a dry shave, soap and water not being used. All the natives keep their heads closely shaven. The razors and other supplies used are obtained from Germany and England.

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CHAPTER III.

DIRECT SALES PROBLEMS.

INTRODUCTION.

The most authoritative presentation in any language of the problems of foreign trade is found in the testimony of Mr. James A. Farrell, president of the United States Steel Corporation, and of Mr. Charles H. Haney, foreign sales manager of the International Harvester Co.

These companies offer to the foreign markets typical American products. The fundamental offering of the steel corporation is plant capacity, American labor, and industrial organization. The International Harvester Co. offers, in addition, American inventive genius and service, i. e., the operating maintenance of their products. Both offer these American products through unrivaled sales organization.

Mr. Farrell describes the world-wide sales organization and its operations, and points out such obstacles to entering a market as established trade connections and tariffs. He discusses foreign competition, the maintenance of warehouses, branch offices, agents and agencies, and technical corps to render service; the influence of standards and of customary demands; the influence of investments and of foreign banks; shipping problems, trade routes, packing and business methods, the advantage of larger-scale production and of cooperative sales organizations. Of great significance to the student is the revelation of the knowledge of geography shown to be necessary by the testimony of this premier of foreign traders.

Mr. Haney is questioned on many of the above-mentioned problems. His testimony on the employment of foreign jobbers as branch houses is a valuable source of business information. The importance of the study of the market is emphasized by his testimony.

ORGANIZATION AND METHODS OF THE UNITED STATES STEEL PRODUCTS CO.[1]

MR. FARRELL'S EARLY INTEREST IN THE EXPORT TRADE.

A. I became sales manager of the Pittsburgh Wire Co. (in 1889).
Q. What was the Pittsburgh Wire Co.?

[1] Excerpts from testimony of James A. Farrell, president of the United States Steel Corporation, taken in the District Court of the United States for the District of New Jersey.

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A. The Pittsburgh Wire Co. was a concern at Braddock, Pa., having a rod mill and wire mill, a wire-rod mill and a wire mill.

Q. What class of goods did they make?

A. Mostly materials for manufacturing bolts, rivets, wood screws, carriage hardware, and largely a class of material that superseded Swedish and charcoal and iron.

Q. How long did you continue as sales manager of the company?

A. Until 1893.

Q. Had that company gone into foreign business at all?

A. Yes, in the early part of 1893 there was a depression of business in this country, and we had devoted considerable time to the manufacture of specialties required in some of the foreign markets, and during 1894 we operated practically half of our capacity on foreign business.

Q. That is the time of the bad business in this country?

A. In 1893 and 1894.

Q. When you began to be interested in the foreign business of this wire company, did you or not commence making a study of foreign traffic in steel goods?

A. I commenced an exhaustive study of the requirements of foreign markets; it was a business that interested me and I saw great possibilities of the development of it as affecting the iron and steel business of the country.

OBJECT OF FORMATION OF UNITED STATES STEEL PRODUCTS CO.

Q. Upon the formation of the United States Steel Corporation, what position did you take?

A. When the United States Steel Corporation was formed they immediately commenced a study of the foreign markets, and carried on a selling organization up to the time of the formation of the United States Steel Products Co.

Q. Did you have charge of that selling organization?

A. I was in charge of that organization.

Q. So that you went along in the foreign trade after the organization of the corporation, but with a larger line of goods to sell?

A. Yes.

Q. Did you sell the goods of all the subsidiaries of the Steel Corporation?

A. Yes, sir; practically.

Q. Practically all, but not entirely?

A. Not until the formation of the Products Co.

Q. When was the United States Steel Products Co. formed?

A. In October, 1903.

Q. What was the purpose of forming the United States Steel Products Co.?

A. For the purpose of extending the foreign business of the various subsidiary companies, and to concentrate the operation and management of it into one company, with a view of deriving the economic advantages that go with such an institution.

WORLD MARKET VERSUS WORLD ORGANIZATION.

Q. In engaging in foreign trade, at what places in the world have you established agencies?

A. We have agencies in upward of 60 countries.

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Q. Have you a list of them made up?

A. Yes; we have 268 foreign agencies, 20 of which are very large offices, like London, Antwerp and Paris, Copenhagen, and Stockholm.

Q. I see the first one on this list is the Antwerp warehouse. Will you describe that?

A. We have in Antwerp a warehouse in which we carry about 10,000 tons of material, principally pipe.

Q. But you carry other classes of materials?

A. We carry other classes of materials; yes.

Q. And what market do you supply from that warehouse?

A. We reach a great many markets; we have shipping opportunities at Antwerp that do not exist in this country. Antwerp is a great distributing point, a large number of sailing vessels go to ports in the world that are not reached by steamer, and there is considerable business done in Switzerland; material is sent up the Rhine to Mannheim, and then over the Swiss Railway.

Q. The destination of those goods is not in Belgium, is it?

A. No; it is just a depot.

Q. Are you able to do business in Belgium in steel products to any extent?

A. We do some business in Belgium; as a matter of fact we sell some rails there.

Q. What kind of rails?

A. Rails for street railways. We have sold considerable rails to the Brussels tramway.

Q. There is a duty on foreign steel, is there not, in Belgium?

A. Yes.

Q. And there are also large steel mills in Belgium?

A. Yes; Belgium exports 90 per cent of its production.

Q. You say your object in having this warehouse in Antwerp is to take advantage of shipping facilities from Antwerp?

A. Largely.

Q. And you move your goods from here and store them there and ship them out in small quantities from time to time, to wherever they may be destined?

A. Yes.

Q. You have other warehouses?

A. We have a number of warehouses.

Q. Where are the others located?

A. Johannesburg, South Africa; Sidney, New South Wales; Copenhagen, Denmark; Barcelona, Spain; Singapore, Straits Settlements; Valparaiso, and Callao—about 40 altogether.

Q. At these warehouses, speaking generally, what classes of steel products do you carry in stock?

A. Pretty nearly everything we manufacture in finished material.

Q. Do you mean by that steel rails?

A. Not rails for steam railroads, but light rails for mines, corrugated iron for buildings, tin plates, wire products, tubular products, and a great variety of products.

Q. How do you move your products from this country to, say, these warehouses in South America?

A. Largely in vessels which we charter for that purpose.

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Q. That is, you load a whole shipload, you mean, when you say charter a vessel?

A. Yes.

Q. Steamers, or sailing vessels?

A. Steamers.

Q. How many steamers do you have ordinarily under charter?

A. Between 35 and 40. At the present time about 35.

Q. And destined to what ports?

A. All parts of the world.

Q. How far north do you sell your product?

A. We do business in Iceland.

Q. And from what port do you supply Iceland?

A. Via Copenhagen.

Q. How far south do you do business?

A. Punta Arenas, Straits of Magellan; also in the South Sea Islands. We are sending some bridges to Christmas Island at the present time.

Q. Where is Christmas Island?

A. It is about 400 miles from New Zealand, south of the Fijis.

Q. Do you do business in the Fiji Islands?

A. Quite a business; we are building a sugar refinery there at the present time.

Q. I see that you maintain an office at Sydney?

A. Yes; New South Wales, Australia.

Q. Have you any other office in Australia?

A. One at Melbourne, one at Fremantle, West Australia.

Q. Are the managers of these large offices of yours in foreign countries ordinarily Americans or foreigners?

A. Almost entirely Americans, and nearly all of them have been trained in our offices here. We have a civil-service system in our business, and our men are promoted from one office to another according to their ability and their aptitude for business in certain countries. One man might be a good business man in Brazil and might be a total failure in Australia.

Q. Do these foreign agents of yours speak the languages of the countries where they are located?

A. Entirely.

Mr. DICKINSON. You mean they speak nothing else?

The WITNESS. No, I do not mean that.

Mr. SEVERANCE. In dealing with the natives they do not speak anything else.

Mr. LINDABURY. You mean by nothing else, everything.

The WITNESS. For instance our agent at Batavia, Java, speaks English, he speaks Dutch, he speaks Chinese and Malay.

Q. How about your agent at Bombay?

A. He speaks Hindustani and English and French. He was born in India and came here as a young man, and was with our company a long time, and when he developed we sent him back there.

Q. I notice you have quite an extensive office in London? There is a manager and there are a number of sales agents?

A. Yes, we have about 35 employees in the office there.

Q. Is the product that is handled through that office for consumption in Great Britain or elsewhere?

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o some extent in Great Britain, but largely for shipment to countries. London is a great clearing house. All the mer- in different countries have their buying offices there and ship- ffices, and banking and so forth.

Do you ship goods by way of London, or do you fill orders at London office direct from New York?

We fill the orders direct from here. We do not ship anything ndon for transshipment.

You maintain no warehouse there I presume?

A small one for rail bonds and specialties of that kind, which eculiarly American products.

Where are those sold?

Sold to street railways in England and some on the Continent. ell considerable woven-wire fence in Great Britain. That is an ican product.

You mean that it is not manufactured in Great Britain?

Not to any great extent. Some of these things they are taking ere now.

I notice in this list of agents a number of firms at different s. Are those people exclusive agents of yours, or are they hants, or what are they?

Well, they occupy a dual capacity. The one in Paysandu, guay might be a merchant in a small way, but his principal busi- would be in holding agencies for various lines of products which would import or indent; that is, on requirement of customers.

. Does a corporation like the Steel Corporation, which manu- ures a large variety of products, have any advantage over a oration whose products are limited to one or two or three lines, loing foreign business?

. An enormous advantage.

. In what does that advantage consist?

. Well, in the case of a railway in Brazil working under a con- sion from the Brazilian Government. The concession generally pulates that all the rails to be used in the construction of the rail- y must be shipped together. You might ship the rails in one ssel and fail to include the fishplates, and when the fishplates come ng they would pay a duty. Then it is an advantage to the con- mers in those countries to get all their materials on one bill of ding. They generally have to pay a tax on the bills of lading, d if they have 20 bills of lading they would pay 20 taxes, whereas the products were all included on one bill of lading, they would just ay the Government for one bill of lading. That is the reason all that usiness is brought before the consuls here. Every bill of lading hat goes out to a foreign country is viséed by the foreign consul efore the goods are cleared.

Q. What is the nature of your customers in foreign countries? Do ou sell merchants or directly to consumers, or both?

A. We sell to merchants, consumers, and manufacturers.

Q. Is there any advantage in selling to merchants to have a di- ersified line of products?

A. A great advantage. That is the reason why we have been able to develop our business, because we could offer them a diversified line of products from one source.

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Q. From your knowledge of the business and the way it is done, what would you say as to whether or not the different constituent members of the Steel Corporation could altogether have developed such a foreign trade as has been developed by the corporation, if they had remained separate and distinct?

A. It would have been utterly impracticable or impossible. We had had an exemplification of that at the Pittsburgh Wire Co., where we were obliged to confine our exports to two or three different products, because of the necessity of having facilities to deal with certain lines of business.

Q. What has been the percentage of cost of selling in foreign countries, speaking of the time of the organization of the Products Co. and at the present time?

A. At the time of the formation of the United States Steel Products Co. it was costing the various subsidiaries that were doing a foreign business between 7 and 11 per cent. In the case of the National Tube Co., it cost them 8½ per cent.

Q. Does that mean on the face of the sales?

A. On the invoice value. At the present time it costs 0.8 of 1 per cent to do our foreign business.

Q. Has that been a gradual decrease or a sudden one?

A. Gradual. In 1905 we started in; it cost us 3 per cent the first year and has been gradually getting smaller up to the present time, until last year, or 1910 or 1911 it costs 0.8 of 1 per cent, and we expect to get it down to one-half of 1 per cent.

Q. Why could not a corporation manufacture only a single line of goods, develop their trade, and sell to advantage? Have you any further reasons?

A. In the first place, they would not have the selling facilities; a pipe manufacturer could not afford to establish an office in Singapore, or a tin-plate manufacturer could not establish an office in Valparaiso for the purpose of selling a few dozen boxes of tin plates that might be bought there every year. It is the great bulk of the product and the diversity of the product that we are able to offer through these various offices that enables us to do this large business, and the reasons I have stated are the principal reasons why a smaller concern manufacturing one line of goods would be unable to cover the whole world with its sales.

Q. Take, for instance, the American Steel & Wire Co., as an economic proposition, as a business proposition; will you state whether or not it would have been feasible or possible for the American Steel & Wire Co. to maintain agencies in the various countries as stated on Exhibit 39?

A. It would have been impossible owing to the cost.

Q. What would be the fact as to the Carnegie Steel Co. in all these countries?

A. The same thing would apply to the Carnegie Steel Co., even to a greater extent, because of the character of their product, which is not as widely consumed as wire products and sheet-steel products, and some of these others, except in the case of some coarse products.

Q. What influence, if any, does the offering of one class of steel products have on the sale of another?

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n the export markets we say that one product sells another; , by having the great range of products, the buyer has an unity to order practically all of his requirements. Frequently people will charter their own sailing vessels and load them lves. They want to buy everything they can. In the case of sta Rica Railway, some time ago we furnished them every- that went into the railroad, steel ties, rails, and steel telegraph They do not use any wood there on account of the ants.

SEVERANCE. The ants eat them up?

WITNESS (continuing). Even lignum-vitæ, and the rail bonds, legraph wire, the fishplates and the bolts, spikes and nuts, and cally everything that went into the railroad. That material down in two or three vessels.

Take your Batavia office in Java; what class of commodities do andle in that office?

The Batavia office sells in Java, Sumatra, and Borneo. We n that country a considerable quantity of pipe for oil wells. tra is an enormous oil-producing country, and the same is true rneo. We sell large quantities of galvanized iron, because in ese warm countries they do not build wooden houses for the es; they live in these sheet-iron houses.

It must be as cool as a steel car in hot weather?

They use a great variety of products, special kinds of wire , special types of wire nails. The type of wire nail used in ralia is not salable in Java because they will not buy an oval nail in Java, whereas in Australia they want the oval nail. y think it drives easier, and it followed the old cut nail.

. Do you remember any other products that you handle through Batavia office?

. I have referred to pipe and wire products and sheet-steel prod-

. There are various kinds?

. Some light rails for industrial railways, for tea plantations, ; and the light structural material for tea-drying sheds, and all t sort of thing.

Q. What sort of goods do you handle through your Bombay office?

A. Largely sheet-steel products, and some forms of angles for tea- ing establishments, some wire products, wire nails to be bought small packages that are sold in bazaars. Nearly all the business ne in Bombay is done in the bazaar, the great market place.

Q. Do you mean you put up your nails in packages smaller than gs?

A. Seven-pound packages.

Q. Where are they put up, here?

A. Here, at Allentown.

Q. And shipped in that form?

A. Shipped in that form. We have an office at Calcutta also.

Q. What do you sell through your Calcutta office?

A. Largely the same line of goods.

Q. How many of the different subsidiaries of the corporation fur- ish a portion of the goods sold through the Bombay and Calcutta fices?

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A. Carnegie Steel Co., the American Steel & Wire Co., the National Tube Co., the American Sheet & Tin Plate Co., and the Lorain Steel Co. Of course, we do business all over the world in street-railway materials, that is, frogs and points and crossings and special track rail.

Q. Where is the plant of the Lorain Steel Co. located that handles that business?

A. At Johnstown, Pa.

Q. That is east of Pittsburgh?

A. Seventy-eight miles east of Pittsburgh.

Q. What sort of materials do you handle through your Buenos Aires office?

A. The general line of products; we do a business in Argentina of $6,000,000 a year.

Q. What do you mean by "general line of products"?

A. Wire products, sheet steel, tin plate, rails, and structural material, street-railway material, practically all kinds.

Q. I notice on your Exhibit 39, in connection with the Buenos Aires office, you have a general representative and also a resident engineer and an engineer; what are they for?

A. They are there for the purpose of designing steel structures and buildings. We built the first steel structure in South America, in Buenos Aires, about eight years ago. Since that time we have built every steel structure that has been erected in Buenos Aires. We have our own construction force there and have had practically all that business.

Q. Are they similar to the steel structures in the United States?

A. Yes; that is the reason we were able to interest them as compared with the bulky structures that were offered by the European fabricators of such structures.

Q. Did you or did you not get that business in competition with Europeans?

A. The first contract we got simply because the design we offered appealed to the investors who were constructing the building, and largely because of the efforts of an American architect at that time residing in Buenos Aires, who was interesting those people in building a very large hotel, which is known as the Plaza Hotel. It is a duplicate of the Hotel Majestic in New York.

Q. That is eight years ago?

A. Eight years; 1905.

Q. Since then have you met with competition from foreign people?

A. Yes. We do suffer competition with English, German, and French steel makers on building work, but they use their own sections, which are heavier than ours, and they were endeavoring to sell their product against ours by reason of the lower ton price, and we were endeavoring to get a higher ton price by giving a lighter structure that will answer for a greater amount of work.

Q. That is your design, the lighter material?

A. Yes.

Q. Of sufficient tensile strength?

A. That will stand the stresses.

Q. I believe you said that you have been very successful indeed?

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A. Yes; we have maintained a very large office there. We are building a number of Government buildings there. We built all the buildings that were used at the Buenos Aires Exposition. We built one for the Argentine Government and one for the United States Government for their exhibits. The president of Argentina opened the exhibit in our building.

Q. What railway supplies do you sell there, outside of rails, if any?

A. Bolts, screw spikes, known as triafonds, frogs, and points, and crossings, rails, and accessories.

Q. What, if any, wire products do you sell there?

A. We sell considerable quantities of barbed wire, wire for drawing down into smaller gauges. There are several small wire manufactories there which draw down heavier wires into weaving wires. We do not sell any wire nails there because the duty is prohibitive.

Q. How many of the subsidiaries of the United States Steel Corporation contribute to the goods that you sell in Argentina—which ones?

A. Shall I name them?

Q. Yes.

A. The Carnegie Steel Co., the American Sheet & Tin Plate Co., the American Steel & Wire Co., the National Tube Co., and the Lorain Steel Co.

Q. I see that you have an office at Cape Town, South Africa.

A. Yes.

Q. What is the nature of the business handled through that office?

A. Our principal office in South Africa is at Johannesburg.

Q. In the Transvaal?

A. Cape Town is a smaller office and sells material to the agricultural community there, whereas at Johannesburg we sell large quantities of pipes to the diamond mines and gold mines, and large quantities of light mine rails, in sections of from 8 to 30 pounds. We have done a considerable business with the South African Government there in telegraph and telephone wires, but just at the present they are establishing their own steel works there in the Transvaal.

Q. How are you able to sell to the South African Government, in view of the fact that it is an English dependency?

A. Prior to the formation of the Union of South African Republics we were doing more business than we are at present, because at that time it apparently was not so much under the domination of Great Britain as it is under the present Government with Mr. Gladstone as Governor General there. When the Transvaal had its own government and the Orange River Free State and the Cape Government and the Natal Government, all the buying was done in those various localities. At the present time it is all done through agents—gentlemen known as agents general—who are located in London.

Q. Which one of the subsidiaries of the United States Steel Corporation furnishes products for sale at these offices in South Africa—Cape Town and Johannesburg?

A. The Carnegie Steel Co., the National Tube Co., the American Steel & Wire Co., the American Sheet & Tin Plate Co., and the Lorain Steel Co.

Q. I see you have an office at Lima, Peru.

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A. Yes.

Q. What class of goods do you sell in Peru?

A. Largely sheet iron, tin plate, light rails for the mines; and in Bolivia, going up through Potosi, some wire products. The principal business on the west coast of South America, the largest volume, is in galvanized corrugated iron. Aside from the offices at Lima and at Valparaiso, we maintain 14 offices on the west coast of South America from Guayaquil in Equador to Punta Arenas in the Straits of Magellan. We have business there. It is a great wool-growing country. Also in Patagonia.

Q. What kind of products of yours are used in Patagonia?

A. Corrugated iron and wire products. We are furnishing material now for the railway that is being built by the Argentine Government south of Bahia Blanco down to San Antonio and beyond Port Madyn, which will eventually connect with Punta Arenas.

Q. There is a railroad projected clear through to Punta Arenas?

A. Yes; the Argentine Government is building a railroad.

Q. You are furnishing the material?

A. Yes.

Q. What is it—rails?

A. Rails and a great deal of material going into the construction of the road. We have shipped some cargoes to San Antonio. I think we are the only people that ever went there. I mean we are the first to send cargoes there.

Q. Where is San Antonio?

A. Six hundred miles south of Bahia Blanco.

Q. In the Argentine Republic?

A. In Patagonia. It is a land-locked harbor, with plenty of water at high tide and very little water at low tide.

Q. What classes of goods do you sell through your Mexico office in Mexico City?

A. Largely wire products, sheet steel, tin plate, tube—a general line of products.

Q. Is that a large or small business in Mexico?

A. It is a very large business. We have offices at Mexico City, Chihauhua, Mazatlan, San Luis Potosi, and Tampico.

Q. Do you have warehouses in Mexico?

A. At Tampico and at Mazatlan on the Gulf of California.

Q. From what subsidiaries do you supply that?

A. From the Carnegie Steel Co., the National Tube Co., the American Steel & Wire Co., the American Sheet & Tin Plate Co., and the Lorain Steel Co.

Q. Up to this time have you been able to use the Tennessee Coal & Iron Co.'s plant in any Mexican business?

A. We commenced to develop the export business from the Tennessee Coal & Iron Co.'s plant in 1908, and we are selling some material in Mexico from Birmingham, from the Tennessee Coal & Iron Co.'s plant, that is shipped from Mobile and Pensacola.

Q. As compared with that from the northern ports, is it a large or a small tonnage?

A. It is a small tonnage at present, but we are spending a great deal of money there with the idea of developing the Tennessee Coal & Iron Co. and utilizing its facilities for foreign business in South America. The first order for rails was sent there in 1908.

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Q. Was the Tennessee Coal & Iron Co. engaged in the export business at the time it was acquired by the Steel Corporation?

A. No; not as far as steel products were concerned, but they occasionally exported pig iron.

Q. What do you sell through the Rio Janeiro office?

A. Some wire products; a considerable quantity of rails and railway accessories; corrugated iron; some tin plate for canning purposes; also street railway materials. We sell quite a little wire for transmission, and some fabricated material for transmission towers. There are a great many hydraulic developments in Brazil which require large numbers of transmission towers in which we specialize. We built a plant at Pittsburgh especially to manufacture those towers for such purposes.

Q. Which subsidiaries of the United States Steel Corporation contribute to the traffic through the Rio Janeiro office?

A. The American Bridge Co., the Carnegie Steel Co., the American Sheet & Tin Plate Co., the American Steel & Wire Co., and the National Tube Co. I would like to add the American Bridge Co. to the list that I mentioned in connection with Buenos Aires.

Q. Yes; I was going to ask if you did not omit that in connection with Buenos Aires?

A. Yes.

Q. Does the American Bridge Co. keep erectors in Brazil as well as in Buenos Aires?

A. We send erectors all over the world.

Q. You mean you send a force of men from this country?

A. Yes; generally superintendents and foremen and sometimes expert riggers.

Q. What is a rigger?

A. He is a man that will go aloft on a 20-story building and hang on with one hand for himself and one for the building.

Q. You send these men all over the world, you say. Can you be a little more specific?

A. Yes. At present we have men at work building some viaducts in Peru for the Peruvian Central Railway. We have two sets of erectors in Argentina, one building some bridges for the Cordova Central Railway there. We have them in South Africa, quite frequently in Mexico, seldom in Canada, because the laws of Canada will not allow an American manufacturer to send workmen over there to do any erection work.

Q. Do you do any business on the south side of the Mediterranean?

A. Yes; we do quite a business along the north coast of Africa, in Algiers and Morocco. We have an office at Tangier.

Q. You have an agent there?

A. Yes.

Q. What class of business do you do in Morocco and Algiers?

A. In fine wire products, small nails, some wires, some forms of sheet iron; and a general line of products. It is not a large business. We do not get any rail business there, because it is a French colony; and the French colonies or the colonies of any other country are not buying rails from this country.

Q. Do you do any business in Tripoli and Egypt?

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A. Yes; we have business at Cairo. We sell a considerable quantity of wire nails in that market. We have sold, at times, cotton ties for the baling of Egyptian cotton.

Q. Are there any other classes of goods you sell there in Egypt? Do you sell any bridges there?

A. No; most of the bridges bought for the Egyptian Government are furnished from England, under specifications drawn in favor of British manufacturers. That is particularly true of the Sudan bridges.

Q. I see you have an office in Shanghai?

A. Yes.

Q. What kind of business do you do through that office?

A. We do about $4,000,000 a year of business in China. Shanghai is our principal office. We also have an office at Tientsin, one at Peking, and one at Hongkong. We do a large business in wire products, a considerable business in sheet iron, and in various kinds of materials which are farther advanced in manufacture. The Chinese buy large quantities of discarded material—defectives, we call them—defective wire rods or wire nails, defective sheets. It is the great market for defective material. They shape these things into various articles, in a very clever and commendable way. They make a very good razor from a low-carbon steel wire rod. They even buy old horseshoes. A great many of the old horseshoes go out there. We have also done a considerable railway business in China. We have contracts now with the Chekiang Railway Co. for rails. We have sold considerable to the Canton and Hankow road and practically all the privately owned roads. We have never been able to sell to the imperial roads, such as the Northern Railways in China, or some of the others there.

Q. I am pleased to see that you have an office at St. Paul, although it is not spelled correctly; it is spelled here Sao Paulo.

A. That is Sao Paulo in Brazil; that is the State of Sao Paulo.

Q. What do you sell through that office?

A. Sao Paulo is a great coffee-growing State. We sell large quantities of woven wire and corrugated iron, light rails for the plantations, and all sorts of pipe and tubing products.

Q. I neglected to ask you which of the subsidiaries of the Steel Corporation contribute to the goods you sell through Shanghai and the other Chinese agencies?

A. The American Bridge Co. is one. We have done a great deal of bridge building there. We have two erecting forces there now. Also the Carnegie Steel Co., the American Steel & Wire Co., the American Sheet & Tin Plate Co., and the National Tube Co.; also the Lorain Steel Co.; we are furnishing points and crossings now for the Shanghai tramway, or were recently; possibly not at the moment, but within a recent period.

Q. What companies contribute to the goods sold through the Sao Paulo office of Brazil?

A. Up to the present the American Steel & Wire Co., the American Sheet & Tin Plate Co., the National Tube Co., the Lorain Steel Co., and the American Bridge Co. Also the Lorain Steel Co. has done a large business there with the Sao Paulo tramways.

Q. What kind of business do you do through your Sydney office in

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Wire products, corrugated iron, rails, bridge material, and products.
Is there a preferential duty in Australia in favor of England?
Five per cent.
Only 5 per cent, whereas it is 33 per cent in Canada, as I under-

Yes. But 5 per cent amounts to a dollar and a half a ton, and win or lose an order on 5 or 10 cents a ton.
Are you doing a large or small business in Australia?
We have a large business in Australia. It is a very large y. Pardon that observation.
You mean that you do a large business because it is a business portion to the size of the country, as compared with some of smaller countries you have been mentioning?
Yes. Australia has a population of about 6,000,000 people. We ow furnishing rails to the transcontinental railway, which is built from Adelaide and Port Pirie to Fremantle on the west of Australia. We are furnishing 36,000 tons of rails, and I e we have just received a further order for 18,000 tons.
Are those orders secured through your agencies over there?
That order was secured through our Sydney office.
Do you sell a general class of goods in Australia?
Yes. We sell large quantities of tubular products for deep-boring. In some localities they had a great deal of trouble in ng water. It is all deep-well boring there, and we sell these light also to gas companies, both in Melbourne, Brisbane, and Fre-le.
In general, do the same subsidiaries contribute to that as you named in connection with these other places?
The same.
Does the American Bridge Co. do business in Australia?
Not for the last two or three years. We formerly sold a con-able number of highway bridges in Australia until they estab-d a bureau there called the Intelligence Department. Wherever could gather up our invoices, giving the details of our business, limensions and the prices, and all that sort of thing, they promptly them over to the manufacturers of Great Britain. The preferen-tariff of 5 per cent and that sort of practice has gradually re-ed in a dwindling of our business in what we call highway ges. We have built some very large bridges in Australia, notably Cambridge Bridge, which is one of the largest bridges in the ld. We are now estimating on a bridge and have sent our engi-s to Sydney to design a bridge to cross the Parramatta River at lney, which will probably be one of the largest bridges in the ld, and which will probably cost 11 or 12 millions of dollars. have been invited by the New South Wales Government to send designers there for that purpose.
Q. What do you handle through your Valparaiso office?
A. The office at Valparaiso is the main one of our Chilean offices. have eight or nine offices in Chile—one at Valparaiso, one at ntiago, one at Coquimbo, one at Iquique, one at Talcahuano, one Antofagasta, one at Mollendo. The products are largely corru-ted iron and wire products; considerable wire rope for aerial

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tramways for the nitrate mines; tubular products for the nitrate mines; tin plate for canning—there is a considerable amount of canning done in pineapples and other canned goods.

Q. What subsidiaries of the Steel Corporation contribute to the sale through the Valparaiso and these other Chilean offices?

A. The American Bridge Co., the American Sheet & Tin Plate Co., the American Steel & Wire Co., the National Tube Co., and the Lorain Steel Co.

Q. I see you have an office at Vancouver, British Columbia. What kind of business do you do out there?

A. Largely light rails for the lumber camps, sheet iron, wire for winding wooden pipe for the mine-sluicing work and hydraulic work, tubular products, etc.

Q. How does the material move—by rail or by boat?

A. The British Columbia business—that is, our Vancouver business—has been rather a difficult proposition to work out. The freight rates from Pittsburgh to Vancouver on our products are $18 a ton. The freight rate from Liverpool or Antwerp by steamer—and there are six lines of steamers running out there—vary from $6 to $7 a ton. Probably during this recent boom in ocean freights it has gone up to 35 shillings a ton, or, say, $9. After we had established our office there and opened a warehouse we found it was impossible to do very much business unless we started a line of steamers from New York to Vancouver via the Straits of Magellan, and those steamers stop at various places on the west coast of South America, at ports like Guaymas and Mazatlan on the west coast of Mexico. We have been furnishing material for the last two or three years for building a railroad in Colombia from Buenaventura to Cauca and then across to Bogota.

Q. That is on the west coast?

A. Of Colombia. These steamers go in there with materials for this railway.

Q. Is there a harbor there?

A. Yes. These steamers are the only steamers from this country which go to that port. We have also been carrying considerable quantities of material for other manufacturers in this country who have been unable to develop a business because of the lack of facilities; for instance, in wheelbarrows, and all sorts of things, track mauls, and everything that goes into a country of that character. Those steamers sail from here about every two months and go out with full cargoes of steel, excepting that occasionally we carry materials for everybody that has them to ship. We endeavored to do some business from eastern Canada on account of the lower freight rates by reason of this water facility, but the Canadian Government refused to issue bills of lading from an eastern Canadian port to a British Columbia port via the United States, the idea being to leave the business for the Canadian railways and not to give it to a water facility originating in New York.

Q. Do you mean a manifest or a bill of lading?

A. I mean a manifest. I beg your pardon. I meant what we call a white manifest, an in-bond manifest.

Mr. LINDABURY. You left those ships down on the west coast of Colombia. We must get up to Vancouver with them.

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By Mr. SEVERENCE:
Yes; please proceed.
Those steamers all call at Coronel, in Chile, and call sometimes
:ts like Valparaiso. We have sent the vessels into a port in
lor, which is only reached by these vessels, called Bahia de
uiz, where they are building a railroad into Ecuador. From
they go to Mazatlan and Guaymas and then to Vancouver,
imes to Victoria. Some of our vessels are now going on to
e Rupert. We have secured a contract for building docks at
e Rupert.
Where is that?
British Columbia. That is the terminal of the Grand Trunk
ic Railroad.
What do they load with coming back, then?
Then we go into the merchandise business to get the ships back
again to load them out with steel. The steamers are chartered
or lumber or coal to the Gulf of California; that is, to Guaymas
Mazatlan. They go across to a place called Santa Rosalia and
full cargoes of copper matte from the Bolero Mining Co., owned
he Rothchilds. Those vessels go, then, from there to Dunkirk,
ıce, to discharge this copper. They are then chartered again to
g them across the Atlantic and get them back here to go on a
ıgular run again. They generally come over with chalk; occa-
ally with other commodities. Just now we are bringing over
rgo of tin plates in one of these from Swansea.
. How long does that trip take—the round trip?
. From seven and a half to eight months.
. How many ships have you in that service?
. We have four ships that we own, or that are owned by the
el Products Co., and two chartered ships. There are six ships
:hat business.
. You mentioned this morning that you had a number of agents
Chile. I see on this exhibit a large number of firms mentioned
ler the heading of Chile.
A. They are subagents of our office.
Q. They sell to consumers, or to merchants, or to whom?
A. Mostly to the plantations and to the nitrate producers.
Q. You spoke this morning of certain business that you are doing
the way of rails in the United States of Colombia, South America.
hat other classes of business do you do in Colombia than that, if
y?
A. Pipe for waterworks, sheet iron, wire products, and some beams
ıd angles, bars, and materials of that character.
Q. I see you have about eight agencies down there. How do those
ents sell; to whom?
A. They sell to smaller merchants; they are mostly large mer-
ıants like Pombo Hermanos—Pombo Brothers, Cartagena. They
ll to smaller merchants.
Q. The traffic to Colombia—that is, I am speaking of that which
ıoves by the Caribbean Sea—does that move by liners or chartered
essels?
A. Mostly by small passenger vessels which also carry cargo; there
re three or four of them.

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Q. I see you have two agents in Paris; what do they sell?

A. One sells rails principally to French buyers who have interests in other countries; that is, who are building railroads in other countries, and the other agent sells street railway material. And there are in Paris a number of home offices of concerns located all over the world. There are a good many concerns in Peru that have offices in Paris, and concerns in various parts of South America. Their home office is in Paris; that is true largely of Uruguay and Argentina.

Q. Do you make sales through your various agents for shipments to go to these other countries?

A. Yes; we sell wherever the buyers are located.

Q. What classes of goods do you sell there; all sorts?

A. Practically all kinds of goods.

Q. You have two agents in Holland. What do you sell through those agencies?

A. Those are buying offices, mostly for the Dutch East Indies, Sumatra, Borneo, and Java.

Q. These are home offices of the concerns out there?

A. Nearly all the concerns of the Dutch East Indies have offices in Amsterdam or Rotterdam, and people there call on them to secure their orders.

BUSINESS METHODS.

Q. In addition to establishing these agencies in foreign countries, these foreign selling agencies, what methods were adopted by the Steel Products Co. for the purpose of pushing its business in foreign countries?

A. At the time of the formation of the company some subsidiaries had various offices. In London, for example, there were seven different companies with seven different offices. These offices were all combined in one office and departments of the business established. We were handicapped to a considerable extent for lack of proper cable codes, catalogues, and, prior to the formation of the corporation, insufficient facilities to manufacture the diversified lines of goods required in those markets.

Q. What did you do about publishing a catalogue of your goods?

A. A catalogue was compiled shortly after the formation of the Steel Products Co. and printed in various languages, and sent to our various offices.

Q. Has that been reprinted from time to time?

A. Yes.

Q. How often?

A. Well, it is necessary to make corrections of tables and data, and it requires a new catalogue about once a year.

Q. Now, do the other companies of the world buy and sell their products by the same weights and measures that we use?

A. No; we do business in every market in the world in accordance with the customs existing in the market. We always sell in the weights and measures and in the moneys current in the market that we are doing business in.

Q. There are many countries using the metric system, are there not?

A. Yes; many countries using the metric system.

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Q. And you do business under the metric system in those countries?

A. Yes.

Q. You say these are printed in different languages? What languages do you print them in?

A. Spanish, French, and Portuguese for Brazil.

Q. How widely are they circulated?

A. They are sent by our various offices to the merchants and customers throughout the countries in which these offices are located.

Q. Did the United States Steel Corporation, at the time this catalogue was printed, manufacture all the different articles that are therein mentioned?

A. We do a resale business.

Q. You do some resale business; that is what I want to get at.

A. I am not certain that there may not be some articles, but substantially it did.

Q. Substantially, it did make all these articles?

A. Yes.

Q. You say you do some resale business; what do you mean by that?

A. Frequently we purchase various kinds of merchandise that are more or less collateral with the lines we are selling to go with our products. For instance, we sold a lot of sheet-steel piling a short time ago for some dock work in Sumatra, and our offices requested us to purchase a pile driver and ship it along with it, so we bought the pile driver and sent it along with the steel piling in order to accomplish the work.

Q. That is a mere incident, however?

A. That is a part of the daily things we are doing all the time.

Mr. LINDABURY. You do not catalogue the pile driver?

The WITNESS. No; we do not.

Q. In doing this business in foreign countries have you been handicapped in any way by the fact that foreign bankers have financed the business of these smaller countries?

A. Yes; that is a condition that we are contending with all the time. A great many of these projects in foreign countries are financed by European bankers, and stipulations are made that the materials shall be bought in the country where the financing is being accomplished.

Q. And you have had to fight against that all the time?

A. Yes; that has been a tremendous factor and is a tremendous factor in the business.

Q. What have you done in the way of investigation of the needs of various countries and their ways of doing business in order to enable you to push this business?

A. We have made, and are making, exhaustive studies of the conditions in all of these markets all the time.

Q. Getting reports?

A. Reports and sending people to those markets and studying the conditions in the markets, and endeavoring as far as possible to do the business in conformity with the usages of the market.

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Q. How about your correspondence from your New York office; in what language do you conduct that correspondence with your customers?

A. That is conducted in the language of the country that we are doing the business with, irrespective of what it is, whether it is Italian, French, Portuguese, Hindustani, Chinese, or Japanese, or any language.

Q. That is, you keep a force of men in your office here in New York who are able to conduct correspondence in all these foreign languages?

A. Yes.

ADVANTAGES OF LARGE-SCALE ORGANIZATION.

Q. Mr. Farrell, what advantage is possessed by a corporation doing a continuous foreign trade, as distinguished from one that uses foreign business for dumping purposes or does business in a sporadic way in foreign countries?

A. It is impossible to develop a foreign business unless it is done continuously. Buyers will not patronize people who are not in a position to give them a continuous source of supply. We had, in the early stages of the corporation, to live down the dumping business, which was quite prevalent with some of the companies prior to the formation of the Steel Corporation.

Q. You have already testified that in order to do business successfully in foreign trade you have to have a diversity of products?

A. Yes.

Q. You add to that that you must do business continuously?

A. Yes; and that you must furnish the requirements of the markets and not attempt to foist on the buyers something you would like to sell and not what they desire to buy.

Q. Just be a little more specific about that with reference to the export business in foreign countries.

A. In the early history of the export business in iron and steel products in this country it was the practice of manufacturers to attempt to sell some one in Brazil or in Japan, or in some other country, something that was suitable for the business in Pennsylvania or Ohio, without any regard to the character of the material or the character of the products required in those countries with respect to measures, weights, gauges, and qualities.

Q. What did you do in that regard in the development of your business?

A. After having made a study of the markets of the world, we manufactured the materials in accordance with the requirements of the markets, not only as to gauges and qualities, weights and measures, but as required by them.

Q. Did that require changes in your mills to some extent?

A. It required enormous expenditures.

Q. And could that sort of thing be done by a concern making one or two lines of goods?

A. It would have been absolutely impossible.

Q. Will you explain what you mean by "dumping," Mr. Farrell? You said you had to live down the reputation for dumping.

A. Prior to the formation of the United States Steel Corporation some manufacturers in this country at times during depressions here,

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would ship large quantities of materials to markets, principally to producing markets, such as Great Britain. The result was that prices were broken down and in many instances the material was never delivered, because the customers, after the prices had been disturbed, could buy material in their own country, and in some instances the customer has paid compensations to sellers to cancel the contract.

Q. What you mean by "dumping," then, is that sort of practice?

A. Yes. It is an uneconomic practice, and one that does not develop a continuous business. It is a sporadic business, and was indulged in owing to the exigency of manufacture at the time.

Q. Has there been any intermission in the efforts of the corporation to develop its export business; that is, in times where there was a great demand at home, have you ceased to do export business, or have you prosecuted it continuously?

A. The business has been prosecuted continuously. It has been built up from 290,000 tons in 1903, I think, to 2,246,000 tons in 1912.

Q. Eight or nine hundred per cent increase?

A. Nine hundred per cent increase since the formation of the United States Steel Corporation.

Q. That original figure of two or three hundred thousand tons was the combined export business of all the subsidiaries?

A. Of the various subsidiaries that came into the corporation.

Q. The organization of the Steel Products Co., after the first two years, aided very largely, of course, in bringing about this great increase?

A. Yes. We immediately established offices all over the world, and prevailed upon the corporation management to make large expenditures to diversify product and to concentrate product in certain mills. For example, at the present time, we have five mills in the American Steel & Wire Co. operating entirely on foreign business, producing 360,000 tons a year for the foreign market. Most of those mills do not manufacture a pound of material for the domestic market.

Q. Mr. Farrell, in your previous testimony the other day, there were two or three things with reference to the foreign business of the corporation that I had on my notes, and I neglected to ask you. When the Steel Products Co. was first organized and took definite charge of the foreign business of the corporation did you find in these various foreign fields any merchants already established and doing business?

A. In all of the markets; practically preempted by foreign manufacturers and foreign merchants; that is, principally Continental concerns, English concerns, as well as having branch offices and warehouses in all of the consuming markets of the world. It was a very difficult thing to enter those markets.

Q. How long had those European manufacturers been established in the markets of South America and Asia and Africa and the Orient, that you have mentioned?

A. A great many years. Some of them over 50 years; some very old concerns.

Q. Was there or was there not, on the part of any of the communities, any prejudice against newcomers in the trade?

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A. Not only a prejudice, but hostility in most cases.

Q. In order to get a foothold in these markets, what was it necessary for you to do in the way of prices?

A. We usually had to sell below the prices of the concerns that were established there, and who had their customers and native salesmen and all the advantages that go with a long occupation of a business in any foreign country.

Q. In doing business in these countries, like South America and other places, do people attach to themselves customers that buy of them regularly; is that the custom or not?

A. More the custom in foreign countries than it is here.

Q. Suppose a foreign market is used only for dumping purposes, as you have testified it was formerly used by the American manufacturers, what position would that leave a manufacturer in who had entered that market because of depression at home, for dumping purposes, and then withdrawn from the same and attempted later to get back?

Mr. DICKINSON. He has already testified to that, I think.

Mr. SEVERENCE. No, he has not.

Mr. DICKINSON. He said that the business would have to be continued in order to hold the business; he stated that two days ago.

Mr. SEVERENCE. He did not cover that.

The WITNESS. It would leave the manufacurer in a very unenviable and undesirable position.

By Mr. SEVERENCE:

Q. You say it would leave him in an unenviable position; what would be his position when he attempted to return to the business, as compared with what it was when he first went in? Would he have to start over again, or what would be the fact?

A. In the language of the business, he would have to buy his way back, by making very low prices, and it would simply be a recrudescence of what he had been going through before, selling at low prices. You can not do foreign business without continuous everyday supplying of the trade.

Q. You have already stated that the corporation maintains large warehouses in different parts of the world.

A. Yes.

Q. Filled with goods of different varieties?

A. Yes.

Q. In view of the distance these warehouses are from home, and the fluctuations from time to time in markets, will you state whether or not that is a hazardous business or otherwise?

A. Hazardous, by reason of the fluctuations in the price. It sometimes takes four or five months for us to get our material to what we call the domicile; that is, the warehouse in the country where we are doing business. The European market on any product might drop within two or three weeks after a vessel sailed, and when those goods arrived there they would be worth less money. It occasionally happens that the reverse takes place, and they are worth more money, but it is a hazardous business.

(By request, the stenographer repeated the two preceding questions.)

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By Mr. DICKINSON:

Q. You mean that maintaining warehouses is a hazardous business?

A. No; to maintain the stocks that are in the warehouses.

Q. That is a hazardous business?

A. Yes.

By Mr. SEVERENCE:

Q. Is that business rendered more or less hazardous by having a large variety of goods for sale in these warehouses?

A. Less.

Q. What is the reason of that?

A. Because the price of one commodity might decline and the price of another one might be working up, and the average business is more or less a stationary factor, and the average price of all the commodities is apt to be remunerative.

Q. Can a manufacturer having a large line of products for sale afford to maintain such warehouses and conduct that business, when a person manufacturing only one line of goods could not afford to do it?

A. It was tried by the National Tube Co. before the formation of the Steel Corporation. They established a large warehouse at Johannesburg, South Africa, and were obliged to abandon it for two reasons, one because of fluctuations in the prices of material, and the other because of the cost of doing business. It cost them over 8 per cent to do the business, because they had one line of goods to sell only.

Q. It is usual, when there are periods of depression in one country, we will say, in the world, that the depression should be world-wide, or are there often times when there is a depression only in one quarter of the world, and business is good in the other quarters?

A. It seldom happens that there is a world-wide depression. The advantage of the foreign market is that our business might be good in Australia; there might be good crops in Australia, and the wheat crop in Argentina might fail, and we would probably do little business there. Business might be good in South Africa and very bad in the Balkan States, and so it goes throughout the whole of the kaleidoscope of the world and its markets.

Q. Has it sometimes happened that business was very much depressed in this country while good in other countries?

A. It has happened frequently. It happened in 1910 and 1911, and in 1903 also, and I know in 1897.

Q. In addition to that fact, what advantage is there, if any, in maintaining a continuous business all over the world?

A. The advantage of the continuous operation of plants, advantage of the workmen in having employment, and the advantage from the standpoint of earning dividends for stockholders.

Q. Then you believe thoroughly in a world-wide business, where the corporation is big enough to do it?

A. Thoroughly.

ADJUSTMENT OF PRODUCTS TO MARKETS.

Q. Do you manufacture any special designs of wire products with reference to foreign business?

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A. Entirely; our products are manufactured to suit the requirements of the various markets in which we do business.

Q. But you said that generally about the whole business.

A. Yes.

Q. I am asking you particularly about the American Steel & Wire Co. Are there a few or are there many products?

A. A large number.

Q. How are they designed by you or by your customers?

A. The suggestions come from the customers, and we adapt our product to suit their needs.

Q. For how many years, if at all, has the American Steel & Wire Co. specialized on foreign products, products for export?

A. Some of the companies that went into the American Steel & Wire Co. were doing a moderate business in exports on wire products. The Pittsburgh Wire Co. was one concern, and the Iowa Barbed Wire Co. at Allentown was another.

Q. Since the American Steel & Wire Co. was formed, or the corporation, has the Steel & Wire Co. specialized on many lines for foreign product?

A. Yes. They have developed a great many markets and are manufacturing a large line of products, exporting at the present time 360,000 tons a year, utilizing five mills entirely on foreign business.

Q. Could you give an estimate on the number of kinds of wire made to satisfy foreign markets?

A. Yes; at the Paris exposition in 1900 I was connected with the preparation of the exhibit, and they showed in that exhibit 1,800 different kinds, and styles, and types of wire products at that exposition; and at the Buenos Aires exposition we showed several hundred.

Q. Were those classes of products that you showed at those two expositions products peculiarly designed for foreign markets?

A. Entirely so; we manufacture large tonnages of material that can not be sold in this country at all. I would like to correct that by saying—I think I am correct—they were salable to a large extent in those markets, those 1,800.

Mr. DICKINSON. The question was, I think, whether 1,800 were made for that market.

The WITNESS. We manufacture about 11,000, and about 1,800 were suitable for sale in foreign markets.

Mr. LINDABURY. And some of them exclusively, you said?

The WITNESS. Yes, entirely.

By Mr. SEVERENCE:

Q. Are there a good many articles that are exclusively suitable for the foreign trade?

A. Yes, sir.

Q. Will you name some of them?

A. Varnished wire; that is not sold in this country; it is sold largely in Uruguay, Paraguay, and Argentina, used in place of galvanized wire; special grades of fencing, heavily coated with spelter ,sent to some of the tropical countries where there is a great deal of moisture. We manufacture a large variety of wire nails not

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used in this country at all, such as oval wire nails with various kinds of heads, known as rose heads, and bung heads, sold in Western Australia. These names originated in those countries.

ORGANIZATION AND METHODS OF THE FOREIGN SALES DEPARTMENT OF THE INTERNATIONAL HARVESTER CO.[1]

MARKETING THROUGH JOBBERS.

Q. Now you may describe, Mr. Haney, the manner of doing the harvester business in Europe in 1902 and prior thereto.

A. In the beginning of the business our efforts were directed to finding responsible concerns, concerns with as much capital as possible, and concerns that in our opinion were equipped to handle the business to the best advantage, so far as we could find such concerns existing. These merchants we designated as jobbers. The jobber would buy machines at a certain price, on certain terms of payment; it might be cash, or it might be some certain extension of credit on all or part of the shipment; limited usually; frequently it was cash against the shipping documents. These concerns would place their orders for machines, such as in their judgment they could sell. We delivered those machines aboard the steamer in New York, and our responsibility for the machines ceased.

The difficulties or the conditions of the business when machines were marketed through jobbers were that the jobber frequently was limited as to the amount of capital he could invest in the business. That necessitated his placing his orders for machines in such quantities as he was reasonably sure he could resell, because in those days the jobber had the machines to pay for whether he sold them or not. If he did not sell them, it meant, naturally, that he must have his capital invested in those machines until the succeeding harvest. In the case of machines sold, they would market the machines very largely the same as they would market any merchandise, hardware, or flour. They did not have a staff of trained, experienced men, and would not incur the expense of taking these machines out in the country and giving exhibitions or demonstrations of the kind of work they would do or teach the people the use of them. When they did sell machines they did not have a sufficient or satisfactory staff of experts, men who understood the machines mechanically, who could go out and set them up and take care of them. Naturally they had some men of that description, but not sufficient for the business, as we in America had been trained to look after machines. And the result of it was that, frequently, when they sold a machine they might put it up and start it for the farmer, but as soon as the farmer paid for it their interest ceased; they had made their profit. If the farmer had some difficulty with the machine they were not willing to send a man out to put it in order. In other words, they did not have the organization sufficient to teach the farmer and continue to teach him and show him how to use these machines; because at that time, naturally, modern machines such as the binder were just coming into use, and the farming public, the country blacksmiths,

[1] From testimony of Charles H. Haney, manager of foreign department of the International Harvester Co., in the District Court of the United States for the District of Minnesota.

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and people of that kind, did not have the knowledge of the machines that existed in America. Another handicap to the expansion of the business was the fact that with this limited capital and limited organization the importer preferred to sell a limited quantity of machines and make a large margin of profit rather than expand his business and sell an increasing quantity of machines, which meant an increasing expense, and which naturally he must do at a less margin of profit.

Q. What about the fact as to curtailment of credit to the farmers?

A. His lack of capital in many cases, and in fact I might say in most cases, required that he give short credits. In fact, his customers, the farmers who first took up harvesting machinery, were the landed proprietors, the estate owners, who had the means. These estate owners in most cases had their own mechanics and their own blacksmith shop on the estate. The blacksmith would build wagons during the winter and do work of that description, and learn to handle the machines. So that the estate owner did not have so much trouble and was able to pay cash or buy on very short time. The smaller farmer, when it came to increasing the volume of business, must have credit, and these jobbers, as a rule, did not have the capital outside of the requirements of their own business, the other lines they handled, to carry the credits necessary when dealing with the small farmer.

Q. Please tell us what was needed to adequately and efficiently develop the foreign trade, Mr. Haney.

A. As we saw it, it was necessary for us to start to operate in the foreign countries along practically the identical lines that we had developed the business in America. We found it necessary to establish branch houses, with a traveling organization, and with experienced men to make demonstrations of the working of the machine, and to have a sufficient number of trained men to set up and start the machines, to have a stock of machines on hand to deliver in the harvest season, without the necessity of the farmer placing his order months ahead in order for the machine to be brought from the factory to his place; and more important still, to the satisfactory development, was the necessity of service to the farmer. We must have a large stock of duplicate parts, repair parts, so that in the event anything went wrong with the machine, a piece broke or wore out, it could be immediately replaced. It might be a small piece, of very few cents in value, but without it frequently the machine would not work, and if the farmer could not get it promptly his machine might be laid up during the harvest and he could not harvest his crop. And, in addition to that, was the necessity of giving credit to the small farmers.

Q. That necessity of credit began and increased as the sales extended from those who were large proprietors to the small farmers?

A. Absolutely.

STUDYING THE MARKET FACTORS.

Q. Now I wish you would describe the economic conditions in Europe and Siberia in 1902 which led you to believe that it promised well for the development of the implement business, the harvester

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great fields of grain growing in those countries and being
st entirely by hand or with very crude machines. And in
to that, the peasants, the labor, leaving the country, many
emigrating to America, left a deficiency of labor in some
In other sections, the development of manufacture was
ne labor from the country. These conditions left an in-
supply of labor in the country, and it was necessary for
er to supply that deficiency by machinery.
that economic condition promised well for the harvester busi-

ss. And in addition to that was the fact that year by year
as an increasing cost of labor wages, and as that advanced
l begin to pass the point of economy; and simply from the
c standpoint the farmer would buy the improved machinery
st the crop, because he could do it more quickly, more satis-
y, and more cheaply.
beria then promised and has since realized great expectations
arket for harvesting machinery?
iberia commenced taking harvesting machinery about 1900,
l quantities. The field was very great.
'ell of the conditions, economic and climatic, that made certain
market for harvesting machinery in Siberia.
Siberia was at that time a great expanse of country, larger
he United States, almost entirely undeveloped. It was in-
d by nomadic tribes that drove their stock back and forth over
airies to feed. But about that time the Russian Government
portion of (and soon completed) the Trans-Siberian Railway.
ving that the Government commenced assisting peasants in
ean Russia to emigrate to Siberia. The peasant was placed on
nd, which he must cultivate with his own efforts, his own hands,
such assistance as he could get from his family. There were
habitants in the country, no labor he could call on to help him
tivating his fields and harvesting his crop. His only assistance,
must be machinery, just the same as it was in the western part
e United States and Canada.
And how did the climatic condition of Siberia affect and make
in the demand for harvesting machinery?
The larger portion of the grain-growing area of Siberia lies
o the north. The winter is very long and very severe and the
ner is very short, which means they must sow their seed and
est their crop within a very limited period, frequently, I sup-
, within 90 or 100 days from seeding to harvesting. That would
ably be about the average; sometimes it might be a little longer,
their season is very short.
So that in a country where only 90 days elapse between seed-
and harvest the work must be done quickly; and that, added to
scarcity of labor, made machinery almost imperative.

COMPARISON OF COSTS IN DOMESTIC AND FOREIGN TRADE.

Q. Now, I wish you would tell us why it was and is that large
ns of money were and are required in the foreign business in
cess of the sums required to do a like business in the United States.

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A. Our factories are located so far from the field of operation that it necessitates our buying material much in advance of the time we would be required to buy material for domestic manufacture. We must invest the money in the labor to build these machines; we must ship them months in advance, pay the freight on them to the steamship ports, pay the ocean freight, pay the customs duties and landing charges on arrival, pay warehousing, and for distributing the goods; we must start to distribute long in advance of harvest frequently on account of the lack of proper and quick means of distribution.

Q. That expenditure in the foreign business requires large investments of money, of course?

A. Yes, sir.

Q. How did the factor of the acquaintance of the American farmer with machinery and the ignorance of the European farmer with machinery affect the question of the relative cost?

A. That was affected by the extent of the organization necessary to put these machines in the field. In Europe, in fact in most of the foreign trade, we have to set up practically every machine. That may not be true altogether; that is, it is not every machine that has to be set up, but practically every one. In some countries we set up, I suppose it would be safe to say, every machine. Then we must send a man out with each of the binders to start it. The farmer has no previous experience with binders, no knowledge of it, and we must start the machine for him and teach him how to use it.

Q. Then, in the event of anything going wrong with the machine——

A. We must send a man out to fix it.

Q. That multiplied, of course, as you have already described, in the change from the sale to large landowners to the sale of the small owners?

ADJUSTING PRODUCTS TO MARKET CONDITIONS.

A. We had to build our machines to suit the conditions. As we expanded our business we were constantly meeting new conditions. We had to make changes on our machines to suit the customers of the country as well as the conditions of the soil and the crop, the conditions under which they had been brought up, and the kind of animals they use, the kind of harness they use; in fact, no one section is a criterion for another; each section must be treated by itself.

Q. What is the fact as to the farmer, say, in France, and Germany, as to the thoroughness with which he does his farming compared with the average American farmer?

A. The farming in France and Germany naturally is on a very much higher scale than it is in the newer countries. There land is expensive; they spend large amounts for fertilizer, and they must produce a crop to pay that cost. The farmer in France and the farmer in Germany, and in many other countries, requires us to harvest his crop and cut it as close to the ground practically as if we were cutting it with a mowing machine. In some countries the straw will have practically as great a value as the grain, so that

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every inch of the straw must be saved. He would not permit us to cut his crop to the height we usually cut it in America.

Q. And that required a readjustment of the machine?

A. That required a very considerable change in the machine—the new cutter bar, for instance.

Q. And you say the farmers in the various countries use different animals as a means of propulsion?

A. Yes, sir.

Q. What animals are used?

A. Horses, mules, oxen, buffaloes, camels, and in some few cases I have known of their using a reindeer on a mower.

Mr. GROSVENOR. You have not exhausted the list of animals yet, have you?

Mr. MCHUGH. No.

Q. How about cows?

A. Yes; cows are used.

Q. Speaking of cows; the use of the cow in Germany requires a special machine?

A. Yes, sir.

Q. Just tell about that, as an illustration.

A. The cow in the older settled countries is considered a very valuable animal. Dairying is very far advanced and a very important industry in south Germany and Switzerland, for instance, and on these dairy farms frequently they have only one horse, and sometimes none. The mowers, as we have built them for horses, were too heavy. It was necessary for us to build a smaller intermediate weight and draft machine to be used with cows.

Q. How about the method of driving, for instance, as it affected the construction of machines?

A. When we first went to Europe, we found in many countries that oxen and buffaloes were used very largely. The buffaloes are hitched up and driven practically the same as oxen in the same country. In most cases the driver was walking on the left side. If we should send our left-hand machine, our left-hand binder, that would necessitate his walking in the grain, and that he would be unwilling to do. This forced us to build a right-hand machine, because we could not make the country change its custom of generations.

SELLING EXPENSES—JOBBERS VERSUS BRANCH HOUSE.

DEFENDANTS' EXHIBIT 80: STATEMENT SHOWING COMPARATIVE SELLING EXPENSE BETWEEN BRANCH-HOUSE AND JOBBING METHODS, SEASONS 1902 AND 1912.

	Sales.	Total selling expense.	Selling expense based on sales.
EUROPE.			*Per cent.*
Deering, 1902, jobbers	$1,261,789.35	$139,497.04	11.05
International, 1912, branch houses	23,133,307.56	6,638,879.57	28.70
SOUTH AMERICA.			
Deering, 1902, jobbers	395,976.72	24,043.45	6.07
International, 1912, jobbers	4,935,365.37	329,984.76	6.69

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FOREIGN CREDITS VERSUS DOMESTIC.

DEFENDANTS' EXHIBIT 81: STATEMENT SHOWING PERCENTAGE OF CASH COLLECTED TO SALES, UNITED STATES AND FOREIGN, 1905 TO 1912.

Years.	United States.	Foreign.	Total.
	Per cent.	*Per cent.*	*Per cent.*
1905	74.4	42.7	64.2
1906	70.3	44.2	61.8
1907	67.3	37.9	57.1
1908	69.4	39.2	58.2
1909	68.9	40.4	58.6
1910	66.4	38.2	55.8
1911	66.8	34.4	53.0
1912	68.8	35.2	53.9

VOLUME OF SALES.

DEFENDANTS' EXHIBIT 85: COMPARATIVE STATEMENT OF TOTAL UNITED STATES AND FOREIGN SALES, SHOWING PERCENTAGE OF UNITED STATES AND FOREIGN SALES TO TOTAL SALES, SEASONS 1902 TO 1912.

Seasons.	United States.		Foreign.		Total sales.
	Amount.	Per cent of total.	Amount.	Per cent of total.	
VENDOR COMPANIES.					
1902	$47,952,612.23	82.2	$10,416,192.40	17.8	$58,368,804.63
INTERNATIONAL HARVESTER CO.					
1903	39,819,916.37	76.5	12,246,012.73	23.5	52,065,929.10
1904	34,367,655.25	69.1	15,349,364.48	30.9	49,717,019.73
1905	36,193,001.88	68.2	16,914,913.77	31.8	53,107,915.65
1906	42,017,706.73	67.5	20,199,313.71	32.5	62,217,020.44
1907	46,402,585.05	65.5	24,478,544.17	34.5	70,881,129.22
1908	41,823,997.98	62.8	24,804,793.38	37.2	66,628,791.36
1909	50,097,165.69	64.0	28,134,375.66	36.0	78,231,541.35
1910	56,502,982.96	62.3	34,196,055.60	37.7	90,699,038.56
1911	56,867,909.24	57.3	42,314,678.67	42.7	99,182,587.91
1912	64,007,748.88	55.7	50,896,963.24	44.3	114,904,712.12

ORGANIZATION OF FOREIGN TRADE.

Q. How many local dealers are there handling the machines of the International Harvester Co. in countries other than the United States?

A. According to our records and the information received from our foreign branch houses and managers for the season of 1912, there were 30,888.

Q. Now, Mr. Haney, you have referred to the foreign business of the International Harvester Co. Has the foreign business of the International Harvester Co. been merely a dumping of the surplus product into foreign countries, or has it been one of the primary markets of the company?

A. It has been one of our primary markets. It certainly has not been used as a field for dumping.

Q. Your organization began and has constantly developed and improved?

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A. Our organization is constantly developing, as shown in these exhibits, and the volume of our business has increased several hundred per cent during the time.

Q. Have you had prepared a statement showing the list of foreign offices for supervision and control and a list of foreign houses each having its own manager, of the International Harvester Co.

A. I have.

Q. Handing you the paper marked Defendants' Exhibit 94, I will ask you to state whether that is the list to which you refer?

A. It is.

Q. How many foreign offices for supervision and control are there, of the company?

A. Nine.

Q. How many of the foreign houses having each its own manager?

A. Fifty-three.

Q. And as you developed your sales organization you quit the jobbing business?

A. More and more we quit the jobbing business, and converted our business more and more to the branch-house system—the American method of doing business.

Q. That method of doing business was the selling directly to local dealers?

A. Selling direct to local dealers; yes, sir.

Q. Now, in Siberia, what is the fact as to whether there were local dealers in that new country?

A. In Siberia there were very few local merchants. There are very few towns. The people through Russian Siberia live in villages. There are no stores of any importance in those villages, further than the little shop to supply groceries or kerosene, or something of that sort, and it was necessary for us to go into those villages and start our own local retail skads.

Q. "Skad" is the local retail store?

A. "Skad" is the local retail warehouse.

Q. And you opened that retail house and had to supply it with a full line of implements?

A. To conduct those retail stores we were of necessity forced to go outside and buy plows and various other lines of machines not manufactured by the International in order to have a complete stock of implements such as the farmer in that locality demanded.

Q. And then as the country settled up you would sell the business out to the dealer, and would open out on the frontier again?

A. As we established those retail houses and were able to find some one to take the business off our hands and establish himself there as a local merchant and buy goods from us, we turned the business over to him.

Q. In your sales organization abroad, what is the fact as to whether there were men in Europe available for the management of your business to put in charge of it?

A. As we changed the business from the jobbing business to the branch-house basis, it was impossible for us to find men in Europe with the knowledge and experience in the harvesting machine business to qualify them to be placed in the management of these branch

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houses or organizations. It was necessary for us to come to America and get men trained in America, men of experience, knowledge, and ability in our business, and take those men to Europe and put them in charge of these branch houses.

Q. And you got those men from the McCormick organization, the Deering organization, the Champion, the Plano, and later on from the Osborne?

A. We got them from the International organization, and those were men from the various companies, as you have mentioned.

Q. And what is more important to you in a man—knowledge of the business, or knowledge of the language of the country where he is doing business?

A. Knowledge of the business, absolutely. Naturally, in hunting for a man for any certain country, we try to find a man who speaks the language of that country. If he did not speak the language of that country but spoke some other language, it was some advantage; but primarily knowledge and experience in our business, if he spoke only English. That was the first qualification.

EXTENT OF FUTURE MARKET.

Q. In your judgment, how much of the small grain that is grown in the world is harvested by machinery?

A. I made a guess of the amount of grain in the countries of the world harvested by machinery; I later asked the question of our several foreign managers, and as a result of our combined guess we arrived at the conclusion that approximately 55.15 per cent of the grain crop of the world is harvested by machinery—the small grain crop; that would include wheat, oats, rye, barley, and flax.

Q. Of the grain harvested by machinery over in those countries, what is the machine that is more generally used?

A. Well, the reaper is the machine that precedes; or in fact in some countries, the mower, with a simple dropping attachment, we sell first. The reaper, however, is the machine that most generally goes into the hands of the farmer who has been cutting by hand, except in Russia and Siberia. After he has used his reaper and has had fair success and has learned that machinery will replace hand labor, he will follow that later with the purchase of a binder, if his crops are of a sufficient area to justify it. In Russia and Siberia the machine that is in use in great quantities, that cuts a very large percentage of the Russia and Siberia crop that is handled by machinery, is a very crude, old-fashioned type of machine, where they rake off by hand. It is even more crude than our self-rake reaper. That machine is known as lobegreka.

Q. You think the binder will replace those crude machines as the improvement goes on?

A. Very largely; it must do so except where the fields are so small that they would not be justified in purchasing the binder.

Q. What about the future of the foreign business in harvesting machinery, outside of the future in the harvesting of the grain that is now grown?

A. In addition to the development in the business that must come in passing from the cutting of grain by hand labor or by crude ma-chi[illegible] of the modern improved binder, it is also the fact

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that there are millions of acres of tillable land not yet plowed. In Siberia, for instance, there are millions of acres; in Argentina, Australia—in fact, more or less in all the countries of the world—there is still ground not cultivated. A portion of this must necessarily, in the future, come into use for grain growing. In addition to that, there is also the improvement in the quality of the farming. At the present time, according to the statistics I have been able to get, the average production of wheat in the United States in 1912 was 15.9 bushels per acre, while in Siberia it was 10 bushels per acre; in Germany, as illustrating the higher cultivation, for 1911 (the latest statistics available) the average production of wheat was 30.6 bushels per acre. The Siberian figures are for 1910, the latest statistics we could find.

Q. So that the improvement in the farming methods will necessarily make a heavier crop and a greater demand for the binder?

A. I think that is reasonable to suppose. The increase in population must necessarily help that also.

DIRECT SALES OF AGRICULTURAL IMPLEMENTS IN ARGENTINA.[1]

GENERAL METHODS OF DISTRIBUTION.

The greater part of the farm implements and machinery sold in Argentina is imported by three large firms and about six or seven smaller ones. An agreement or convenio has been entered into which fixes prices and terms of sale governing nearly all lines, and most of the houses are parties to the agreement. Any member who has signed the convenio and who sells goods below the established price or who violates the clauses regarding consignment of machinery and terms is penalized by a heavy fine. The success of the convenio has resulted in placing the business as a whole on a more satisfactory basis. The prices agreed upon are fair to both importer and consumer, as only a fair margin of profit is added to the landed cost of the goods, plus the cost of doing business. It is significant that houses who have not signed the convenio and who do not operate under its terms can at best only grant a retail dealer a commission of 20 per cent from list in place of 15 per cent given under the terms of the convenio.

The large firms and several of the smaller ones have branch houses in Rosario, Bahia Blanca, and several other cities, all important centers in the districts where they are located. These firms are wholesalers as well as retailers. Big stocks of goods are carried at the branch houses, and travelers or "blockmen," assisted by the necessary number of mechanics or experts, are sent out from the main houses and from the branch houses.

Most of the importing firms handle hardware, lumber, automobiles, sanitary and plumbing supplies, electrical, industrial, and farm machinery, tools, and a varied stock of kindred lines. Most of the firms own the properties they occupy, and some of them are among the handsomest of their kind in the world. The methods of handling the business are very systematic, and both in the house and in the field are similar to methods employed in the same lines in the United

[1] From "Markets for Agricultural Implements and Machinery in Argentina," by Frank H. von Motz, Special Agents Series No. 125, Bureau of Foreign and Domestic Commerce.

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States. The important lines are separated into departments with a manager in charge of each. All of the houses, by reason of the fact that they have been long established in the country and are well and favorably known, have an important mail-order business. In order to properly handle the mail-order business and to assist the traveling salesmen the houses prepare handsome general catalogues, all of which are printed in the Spanish language and supplement these with special catalogues covering separate lines and with neatly printed circulars and envelope inserts.

Two of the large importing houses are English, with offices in London and New York City. Another is German, with a purchasing office in New York City. One of the houses of secondary importance, probably the largest in its class, is German, and has a representative in New York City.

Native firms and even foreign firms not already engaged in the importation of agricultural implements and kindred lines—and especially is this true of the hundreds of retail dealers in the country—have no desire to enter the business and import for their own account in competition with the large old-established houses. Occasionally some one with the idea that he can make some easy money seeks the agency of a foreign manufacturer; generally he begins by asking the manufacturer to advance a considerable sum for propaganda work, which sum, if advanced, is expended in salary and traveling expenses incurred by the commission agent. The implement trade in Argentina is well established, is based on a solid foundation, and manufacturers would do well to avoid any propositions of this kind. Those who are in a position to get any considerable amount of business in any of the implement or farm-machinery lines do not have to resort to such tactics to get a good start. This is a true report of the Argentine situation, but it is altogether likely that the statement will have to be modified somewhat in writing about Brazil and some of the other South American countries.

CONCENTRATION OF THE IMPORT BUSINESS.

For years the tendency in the implement business in Argentina has been toward concentration in the hands of a few, and this tendency will increase rather than diminish. It is a recognized fact that a house without a good harvesting-machinery line can not for very long hold a prominent place as an implement and farm-machinery house, and as the sources of supply for this very necessary line are limited, it is doubtful if the conditions which now prevail will change in years to come. A very great percentage of the American implements and farm machinery imported into Argentina is sold by factory sales organizations direct to the importer. New York commission merchants have done some wonderfully good work in assisting the smaller manufacturers to get started, but the volume of business which they can get must be limited, for the reason that they do not carry large stocks of implements and repair parts.

Most manufacturers who sell direct to importers have self-renewing contracts which run from year to year and provide for an annual meeting for the purpose of adjusting prices, should market conditions warrant it. Many of the larger houses place with manufacturers large orders which are carried in open account and are executed [illegible]ion.

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An overwhelming percentage of the implements and farm machines and kindred lines imported into Argentina is of American manufacture. This is due to the fact that a large area of similar agricultural country in the United States has given rise to the production of large quantities of implements of the most advanced type, which can be produced here in large quantities at lower prices than elsewhere. Most agricultural implements are entered free of duty and the tariff on the remainder is so low as to be hardly worthy of mention.

OPPORTUNITIES FOR SMALL MANUFACTURERS.

The question most frequently asked with reference to the Argentine market is whether or not the small manufacturer can compete, and to this the answer must be both yes and no. Some of the smallest manufacturers in their respective lines have succeeded in doing a large volume of business through jobbers in Buenos Aires, a volume which has compared very favorably with that obtained by the large manufacturers in the same lines. The whole secret lies in getting a good, lasting connection with a Buenos Aires importer. On the other hand, through the lack of suitable connections, some very large manufacturers have been in a position to get only a limited amount of business, and many small manufacturers have found themselves in the same position. If a manufacturer loses an agency in Buenos Aires, no matter whether he is a large one or a small one, he will have great difficulty in placing his line unless he can and wants to open a branch house. This is due to the fact that new firms, as a general rule, are not seeking to enter the implement business. The manufacturer seeking to place an implement line with any importer in Buenos Aires, which is the center of the industry, must be certain that the house to which he entrusts his business has a good, active harvesting-machinery line. If it has no harvesting-machinery line, it can not get a big share of the trade in any implement line.

Agricultural implement importing houses in Buenos Aires all have full and complete lines of implements of American manufacture, and it is a very rare occurrence to find one of them in the market for a new line, unless of course it is something entirely new to the industry. Buenos Aires importing houses have assisted the manufacturers whom they represent in building up their lines, so that all of them are now highly perfected and will not require many changes in construction. The importer, after working in perfect harmony with the manufacturer for so many years, does not have any desire to break off the pleasant relationship which has existed between them, nor is the manufacturer, as a rule, seeking to make a change.

ESTABLISHMENT OF BRANCH HOUSES.

The testimony of every one in the implement trade in Argentina to-day is to the effect that small manufacturers would have to unite with other small manufacturers handling related lines and establish joint branch houses in Buenos Aires, Rosario, and Bahia Blanca, with the main house in Buenos Aires. A house of this kind, provided it is managed by competent technical men in conjunction with men having a good knowledge of the country, and also provided it was equipped with a good harvesting-machinery line as well as other

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lines for which there is a demand, could not help succeeding. Growth would not be rapid, but it would be steady. There is an immense field for the sale of American implements, and it will continue to expand indefinitely. The people of the country like American implements and are used to handling them. While at one time long credits were the rule rather than the exception, all of that has been done away with.

A branch house in Bahia Blanca can properly handle the southern and southwestern agricultural districts of the Republic, working northward until it comes to the territory which can better be handled by the main branch house in Buenos Aires. The main branch house, with possibly one or two transfer houses in important centers of its territory can handle all of the central part of the Republic from Buenos Aires westward and northward as far as Rosario. The Rosario branch can well take care of the northern part of the Republic.

RENTS.

In Bahia Blanca and in Rosario suitable offices and sample rooms can be rented for $200 to $225 a month. In Buenos Aires the rent would be very much higher and would range between $450 and $900 a month, depending on the size of the building. Warehouses in each of these three centers would cost from $250 to $500 a month, depending on size and location. Electric light service is not an important item, because the heaviest work comes in summer when the days are long and no artificial light is required; even in winter this service is generally not required during more than two hours of the day.

EMPLOYEES AND SALARIES.

Plenty of reasonably efficient clerical help can be found in any of the three port cities where the establishment of branch houses would be necessary. Salaries paid will probably not average more than 10 per cent more than is paid for similar work in the United States, and considering the difference in the cost of living, which is much higher in Argentina than in the United States, the extra amount of money expended for clerical help is of minor importance.

In a branch-house organization it would be advisable to have some American men of wide experience in charge of the different departments. On account of the high cost of living and the great expense of even the simplest forms of amusements, the salaries of American executives would have to be increased by from 25 to 50 per cent over corresponding salaries in the United States. The exact amount would depend entirely on the man; some men are much more efficient when they have a reasonable amount of money to spend in pleasure out of business hours, and their efficiency should not be cut down by denying them the small extra amount it would take to allow them to develop on natural lines. On the other hand, it would not be wise to give a man who saves every cent of his salary and cares nothing for outside pleasure the same salary as one who does his best work when he is permitted to follow his natural inclinations. This is even more true of a man many miles away from home in a foreign country than of one away from home in his own country. The field work should be handled by men who have had traveling sales experience

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in the United States, and there ought to be at least one general traveler, also with American experience, who could go to any salesman's territory and give him friendly cooperation and assistance.

PROFITS.

Manufacturers who want to enter the Argentine or any other foreign market should arrange to quote prices for their product, properly boxed for export shipment and delivered f. a. s. New York City. No single thing leads to so much trouble as the quoting of prices f. o. b. cars at factory, f. o. b. cars in New York City, or in any other place. The foreign merchant wants to know what the goods he intends purchasing are going to cost him f. a. s. in New York Harbor, so he can figure the landed cost at his port.

In normal times, prior to the war in Europe, Buenos Aires importers of implements generally figured that 25 per cent added to the cost f. a. s. in New York Harbor would allow enough margin to pay all costs incident to putting the goods in a warehouse in one of the three port cities in Argentina. In other words, the price f. a. s. in New York Harbor with 25 per cent added represents the landed cost in an Argentine port. These figures seem somewhat high, but as a majority of the importing houses figure their landed costs in that way it is better to use the figures they do. To the landed cost 56 per cent is added to find the list price, which is also the retail price. To dealers a discount of 15 per cent is given, with an additional discount of 5 per cent for cash in 30 days.

In the case of repairs a different method is used. With the exception of a few very necessary repairs, the nature of which causes them to wear out very rapidly and on which special prices are given, the American manufacturer's list price is multiplied by five, and the result is the Argentine list price in paper money. In other words, a repair listed at $1 in the American manufacturer's catalogue is listed at $5 Argentine paper in the Argentine importer's catalogue. An Argentine paper dollar is worth $0.4246 American money, therefore the Argentine list price is $2.12 American money. Dealers get a discount of 15 per cent with an additional discount of 5 per cent for cash in 30 days. As most American manufacturers allow a discount from list of 50 per cent or even more, a repair listed in the American catalogue at $1 can be placed in a warehouse by the Argentine importer at a price which does not exceed $0.63. If the repair is sold at retail the selling price is $2.12; if at wholesale the selling price is $1.71, assuming that advantage is taken of the cash discount.

The selling prices of all implements and repairs in Argentina leave a substantial margin of profit, the business is a good, clean one, always full of interest, and one that merits careful study and attention.

The large manufacturer, if he loses a valuable agent who has been handling his lines for years, is no better off than a small manufacturer in the same position. Either of them will find it very difficult to make new arrangements, and generally the only course left open is to establish a branch house. Manufacturers, either large or small, who have not been doing business in Argentina can only hope to do business in that country by opening their own branch houses or by joining with other manufacturers and opening joint branch houses.

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CHAPTER IV.

THE EXPORT MIDDLEMAN.

INTRODUCTION.

The nomenclature used in describing the various types of middlemen in the export trade is confused because the functions performed vary widely. A convenient classification for the purpose of study of functions differentiates between the following types: The export merchant or the trading company which buys and sells for its own account; the export commission house which acts as the purchasing agent for the foreign buyer and receives its commissions from him; the manufacturers' export agent who acts as the foreign sales agent for the manufacturer and receives his remuneration from the manufacturer. The connections of these organizations in the foreign markets differ not only as to type of organization but also as to markets. The export merchant often has branch houses in the foreign market from which he sends out his travelers to solicit trade. The commission house may have branch offices or local agents or merely trading connections with local importing houses, and in addition sends its travelers from the home office. The manufacturers' agent employs the same sales channels as the commission house but probably places more dependence upon its commercial travelers.

In his relation to the manufacturer the export merchant is a domestic customer, and in addition often becomes sole distributer in selected markets; the commision house, while in theory a purchasing agent for the foreign buyer, often seeks the exclusive agencies in the markets in which it operates, and the manufacturer's export agents operate on the exclusive agency plan wherever possible.

The excerpts in Section I include a discourse on the development of the export house, the functions of an export merchant and forwarder, the handling of an export order, the testimonials of several manufacturers on the value of an export middleman as a trade channel. The place of the middleman in the German export trade organization is stated.

There are a number of factors which determine the extent to which the manufacturer must depend upon the middleman for his foreign orders. Among these are the amount of capital available for developing his own foreign sales organization, the volume of production, the number of markets, the line of goods, and the conditions in

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each market. Of these factors, the conditions in the foreign market is the most important.

The selections in Section II are primarily illustrations of the conditions of the foreign market which control the trade channels and which make the middleman the most important factor in these selected markets.

Excerpts have been selected from two reports on Colombia, one on construction materials and machinery, and one on furniture. This first report includes two sales problems, the marketing of bulk goods contracted for on standard specifications, and, second, the marketing of specialized machinery. The second report, on furniture, covers a line which must be made to conform with the requirements of the consumer. The economic development of the country, including commercial, financial, and transportation conditions, is the controlling factor. Of almost equal importance are the customs administration problems. The influence of the climate and of social conditions is of importance in the case of furniture.

All problems of marketing cotton goods begin with the trade organization in this country. In the selection on China the emphasis is on the trade organizations in a country whose customs, habits, and life are in striking contrast to ours. Abyssinia is selected as a little-known market where only a trading company could operate profitably. This is also true of the Sudan.

Section I.—FUNCTIONS.

TYPES OF EXPORT MIDDLEMEN.[1]

Much of the misunderstanding about the relations betwen the manufacturer and the commission house arises from confused ideas as to the functions of those two organizations. A gentleman here hit the nail on the head when he said that the commission house is not a business getter. The commission house represents the foreign purchasers in this market and that is why it is paid a commission. You can not expect people purchasing your goods and acting in the capacity of purchasers to go out and boom your business. You should draw distinctions between the three kinds of houses that do an export business. You should not call them all "export commission houses," because they are not all export commission houses. You have the house that does business on a commission basis and is accustomed to selling on commission to foreigners who purchase in this market. Such a house should not become a representative or an agency for an American manufacturer. Then, you have the export merchant who buys his goods outright and sells them outright to the foreign purchaser. He buys in the lowest and sells in the highest markets. Then you have the third type of export house, known as the manufacturers' agent, whose primary function is to represent American manufacturers in foreign countries. These

[1] Dr. E. E. Pratt, in Proceedings of Fourth National Foreign Trade Convention.

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houses not only sell American merchandise but take agencies and represent American concerns in foreign markets.

These three kinds of export houses are confused by manufacturers, not only because they do not understand the distinctions that I have just outlined, but because the export houses have not confined themselves to any one plan. Many of the so-called export concerns are doing business on all three principles; you find many export concerns that are taking agencies and buying on commission in this market and at the same time doing an export merchandise business—buying and selling outright. It is up to the manufacturer to choose the kind of export houses with which he wants to do business and to make sure that the kind of house he choses does what he wants done. I am in favor of the professional exporter; I believe he has the real field. But that field is not formed half as much by the exporter or by the foreign markets as it is by the manufacturer.

Whether business should be done direct or through an intermediary depends upon how much the manufacturer can afford to spend in order to put his goods on foreign markets. If you have not the capital to advance in foreign markets, to send your own salesmen, collect your own credit information, do your own routing of the goods, and invest a considerable amount of capital, you should not consider doing business direct. In that case you should look carefully over the field and choose the export concern that seems best to fit in with your general merchandising scheme. I believe the commissions that the manufacturers pay or are willing to pay to the export houses are entirely too low. You can not expect to get a selling service for 2½ or 5 per cent. You gentlemen—particularly those of you who manufacture specialties—know that your selling overhead varies from 15 to 30 per cent. How can you expect to get service in foreign markets for 2½ or 5 per cent?

If you want to go in for foreign trade, study your situation and decide what you want to do, what your merchandising plan is, and how much capital you have to put into the foreign business. Then if you have rejected the method of direct sales, go to New York and ally yourself with the kind of export concern that will do the business you want done.

DEVELOPMENT OF AN EXPORT HOUSE.

INFLUENCE OF LOCAL CONDITIONS.[1]

I went to South America in 1881 and we opened our office in Buenos Aires in 1883, and it is still going. There seems to be a great deal of misunderstanding about the functions or operations of a New York export house or shipping concern. There seems to be an idea that these houses do only a commission business. As a matter of fact, nearly all the large houses stock goods in the different cities where they have branches and sell from these stocks. In London, for instance, we have stocked goods since 1888. We do business there in the English way. We conform in every way to the English method of doing business. Our greatest trouble in England has been to get permanent lines of American goods; lines that we could con-

[1] —— ——ck, New York City, in Proceedings of Second National Foreign Trade

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tinue to sell year in and year out. Too many lines which we picked up would "play out" after two or three years, or would be imitated on the ground at lower prices, and we have had extreme difficulty in getting permanent lines, as we call them; lines that can be handled for periods of 10 years or longer. I know that every time I go to London our salesmen say to me, "Haven't you something new for us?" We have had such difficulty in securing salable lines from the smaller American manufacturers that we have had to sell English and German goods from our place there. That has been the experience of other export jobbers. We have been quite successful in a great many small lines. I have in mind one small manufacturer in London for whom we do a business of about $50,000 a year. In other lines we do anywhere from $20,000 to $100,000 a year. To find whether or not a line will sell in Great Britain costs about $1,000. You have to prepare the samples and put the best salesman on the job and send him all over England to thoroughly canvass the trade and find out whether or not it will go. The salesman does not have much difficulty, if the line is attractive at all, in getting it on the shelves of the jobber. A greater difficulty is getting it off the shelves. Too often when the salesman returned a year after with something new to sell the buyer or department manager of the wholesale house would simply point to the goods he sold him the year before still on the shelves. It was not our fault or the salesman's fault or the manufacturer's fault. I simply cite this to show that selling the goods is not all there is to it. The thing is to get the goods into the hands of the people, into the hands of the ultimate consumer.

In the Argentine Republic we also found it very hard to get salable American lines (we do not handle machinery) which would sell year in and year out. Our manager at Buenos Aires speaks seven languages and his first assistant is a graduate of Dartmouth. The staff is very energetic. Of course, our business has suffered with the bad times generally in South America, but as has already been remarked, business has turned for the better.

In Australia we have suffered also from the discrimination referred to by previous speakers. After having developed a large business for American chairs, we received a cable the other day canceling all orders on our books because a duty of $1 each had been placed on chairs, and as their value averaged $8 per dozen, the duty simply killed the trade.

Introducing goods of the smaller manufacturers in South America is very interesting. I went out to South America some 33 years ago as a syndicate traveler, representing about 12 different manufacturers. Of those 12 we still represent 5, and we are still selling to some of the customers secured at that time, showing that if you do your work well and get good lines and handle them right, the trade will stand by you.

EFFECTS OF IMPROVED COMMUNICATION.[1]

In reply to your query as to why export houses are called "commission merchants," I would say that when I entered the export trade, in 1881, practically all of the goods exported, except to Europe,

[1] Daniel Warren, vice president of American Trading Co., in Proceedings of Fourth National Foreign Trade Convention.

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were shipped in sailing vessels to large importing houses in foreign countries whose business was handled here by exporters on a buying and shipping commission of from 2½ to 5 per cent, according to the class of merchandise and the terms of payment.

The change from sailer to steam, enabling a number of the smaller foreign houses to import direct in small quantities, the improvement in banking facilities, the competition of continental exporters, as well as the competition of a largely increased number of exporters in this country and of manufacturers selling direct to foreign buyers, all combined to reduce the exporter's commission to 1½ per cent on staple and semistaple lines, and about 2½ per cent on general merchandise.

About 25 years ago the forward-looking commission merchants began changing their methods of doing business. In addition to sending travelers abroad, they established branch houses in Cuba, Mexico, the east and west coasts of South America, in South Africa, Australia, China, Japan, etc. This enabled them to study the local conditions and the European competition, and they gradually changed their way of doing business, so that to-day the commission business forms a very small part of the business of most of the large exporting houses. Nearly all of us still do some commission business, especially for old clients, and there are some houses who continue to do a strictly commission business. In over 90 per cent of its business my company functions as merchant, engineer, and contractor. We have been in the export and import business for nearly 50 years, during which time we have sold all kinds of general merchandise and machinery abroad, built and equipped railroads, waterworks, sugar mills, paper mills, electric light and power plants, cement and steel factories. The material has been sold by us f. o. b. and c. i. f., also duty and all other charges paid; and we have taken payment in all kinds of money, also in products of the soil and industry of the countries to which the material has been shipped.

ECONOMIES EFFECTED BY THE MIDDLEMAN.[1]

Export Com Man.

ADVANTAGES OF ORGANIZATION.

The man abroad who is dealing in a general line of goods can not afford to deal directly with the manufacturer as a rule. The man who will do the most work for the least pay, and who will do it willingly and honestly, is the man who is always going to be busy, and the world will use him.

A man sends me an order. Of course, this example could be multiplied a hundred times. He is buying 50 American lines of goods, not once, twice, three times, but four times a month. He is cabling, too—for one-third of all the export business is done by cable. The man who is the cheapest gets the business. And that business is usually done on a basis of 1¼ to 2½ per cent, so keen is the competition. Suppose this man deals also with Germany and England. Then he has 150 lines he is going to buy four times a month. Is that man going to burden himself with writing 150 letters several times a month and checking the prices from 150 manufacturers? Is he willing to put

[1] Douglas, in Proceedings of Second Annual Convention of the American Export Association, pp. 22–23.

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up with the vicissitudes of the business? Is he willing to have 150 drafts drawn on him four or five times a month? Naturally he turns to such houses as mine and others to handle the trade for him, and very rightly, too. If we make 2½ per cent on his order, and it amounts to $5,000, covering 150 lines, we would make $125. Now, when we are making $125 you manufacturers likely are making $1,000. You are doing well and had better let well enough alone on that point.

Now, what do we do? We have to take that order, to dissect it, and write to 50 different manufacturers—some not educated to the export trade—some do not know what we want. We have to keep writing to them. We have to see that the goods are properly marked, verify the markings when the goods get to New York, collect the cases, check the bills, make the invoice, and often have them viséed by the consul. We have to see that the weights and measures are right; if not, we pay the price, because we have to pay the penalty. The foreign buyer mulcts us. Then we have to draw the draft, and we must ship all orders promptly, or they will give the business to some of our competitors. Now, we give credit to those men, too. You gentlemen in your wisdom—and I do not question your wisdom—under your trade combinations and your regulations for export business, have done what? You have placed the American trade, except when you do it yourselves, on a cash basis. When you do it yourselves, heaven only knows how long credit you give, because I doubt if you know yourselves!

We give these people abroad never less than 30, and often 60, 90, 120 days' credit, and sometimes six months' time, and we use our capital continuously for your benefit.

THE COMMISSION HOUSE AND DIRECT TRADE.

I want to say just one word about direct trade. You seem to think, or many manufacturers seem to think, that we are afraid of that being extended and increased to such an extent as to jeopardize our positions. Not so. We do not fear at all. We are free to say to every man who manufactures any amount of goods in this country, if he can get direct trade and do it better than he can do it through a commission house, we wish him Godspeed, and we want to make that very plain to you.

I want to say that I am referring entirely to the deep-sea trade of the far-away countries of the world. I should have said that at first. I am not referring to Europe, Canada, Mexico, perhaps even Central America or the West Indies, or Cuba or Porto Rico, because I thoroughly understand that in those lands, by reason of the proximity of the countries, and especially the immense volume of the export trade from here to England and other parts of Europe, the American commission house has to handle the business on different lines. But when it comes to Asia, China, and Japan, the Philippine Islands, Australia, New Zealand, the vast continent of South America, and Africa, the problem is different. We export houses or brokers desire to be perfectly fair and honest with you in reference to the question of direct trade in special lines. No one realizes better than we do that, if a manufacturer is handling a line of goods which

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adapts itself to direct trade, he may not be able to handle it through us.

Consider such goods as locomotives and many classes of chemical preparations, electric machines, talking machines, some styles and classes of agricultural tools which must be shown in the open field, cash registers, and perhaps a hundred other lines; these goods, of course, must be exploited in a special and particular way. Automobiles, for instance; those are goods which also must come more or less under what you might call the agency basis; that is, the manufacturer, or the commission house to whom he delegates the work, must establish agencies for those goods. The manufacturer is right and just in knowing the price at which those goods are sold, in knowing the names of every one of his agents, and in corresponding with those agents. And if he chooses to assume the financial responsibility he, of course, can do that trade direct. I say that advisedly from my experience in the business, not because I wish to differ from my colleagues in my own association. I believe that most of them fully agree with me. Now, what is the percentage of direct trade to-day? Neither you nor I know. I do know that 40 years ago we did probably 90 per cent of the export trade. To-day we may do only 70 per cent. I have heard that the direct trade averages anywhere from 10 to 40 per cent. I have never heard anybody go beyond 40 per cent.

MANUFACTURERS' PRICES AND SUBSTITUTIONS.

I would like to call attention to two fallacies which exist. The first is the question of the American commission house trading on the manufacturer's price. That is like a great many other diseases. It has gone very deep, but it ought to have a surgical operation which would cut it out once and forever. The second is the question of substitutions. Those are two vital points which you have a right to know about and to protect yourselves from. In the case of the latter; that is, the question of substitutes, I will simply say this: That no well-regulated exporter or commission house to-day, in my judgment, has a right to make a substitution of a line of goods. We know that probably 80 per cent, perhaps 85 per cent, of all the export trade is done by brands or by request from the foreign buyer when the order reaches our hands to go to a certain manufacturer, and I don't care what any one may be doing with other manufacturers or what the basis of operation is, we should hold to that one thing and should not ever deviate from it, but send that order straight to the man whose name was mentioned.

Now, as to the question of price. If I could trade on prices, if I had been able to trade on prices for many years I would be far better off in worldly goods than I am to-day. The American manufacturers are more prone to publish their prices than manufacturers in any other part of the world. They issue their export list and they send that along to any man in any part of the world who wishes it without rime or reason. Again, they give these prices to every commission house in New York, and if you don't think that the commission houses are as keen competitors among themselves as you are you are mistaken. The man who tries to trade on a price in any market does so at his peril. You not only do that, but

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e the traveler who goes abroad representing you—whether ealing with you direct or is an agent you may employ in ork—your lowest figures, and it is almost an impossibility o do any trading on any leading line of goods that is manu- d in the United States to-day. Again, what have many of gest manufacturers done—the Steel Company and a number rs I might mention? They to-day sell the American export simply because they do not want to undertake the distri- of the goods themselves and can do it more cheaply with n what basis? They sell us on a cost, freight, and commis- asis. I neither know their landing price in New York nor ight they pay. They make their own deals, and all I have s to take their price of, say £10 a ton, delivered to some part world and add my commission, and the business is done that We take no exception to that to show we are fair. I mention hings to show that we can not trade on price.

some doubtful manufacturer says, "Yes, but you get many e commissions, do you not?" and I say, "Yes, we do and why n't we?" If a man comes to me who can not afford to send n traveler abroad, or does not wish to do so, or who does not o join a manufacturers' syndicate, or has more faith in me y firm than in some other method of introducing his goods and s, "Mr. Douglas, I would like you to push my goods in one ic field. I wish my trade there enlarged." I say, "All right, undertake this through my travelers." Why, I am justified in g such compensation as I can get, either in the way of a com- on on the trade done or a cash payment at the end of the year, o long as I honestly take that I have no objection to have every mer abroad to whom I sell those goods knowing it. It is per- legitimate and proper. I am rendering the manufacturer a e at a cheaper rate than he can get it rendered by any other in the world, and that is why he is employing me. I must ct my fellow commission merchants and must protect him. efore, I enter into an agreement with him that nothing he me for doing the work will I give to others. And, therefore, rease the business for every one of my fellow commission houses, the manufacturer and every one is satisfied. These are self- ent facts which we can not controvert or contradict.

SUCCESSFUL EXPORTERS AND THE COMMISSION HOUSE.

want to say again that some of the most successful manufac- rs in this country have realized these things, and they have n asked my advice. One of them only about six months ago , "I want to thank you for giving me the advice you did about e years ago." He came into my office and asked me how he ld increase his export trade. I asked him how much he was doing. said, "About sixty or seventy thousand dollars a year, and it is ead over the world, but largely in five countries. I said to , "I can not handle that enormous territory to your advantage; what you can do is this: You can make a deal with me—a fair l and a good deal—on one territory." That territory happened be South Africa. He did so, and agreed to pay me under the

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plan that I have outlined 5 per cent on all goods that went to Africa. I am doing to-day $45,000 trade for that man. He said I was modest. He asked my advice as to where he could go to do the same thing with other commission houses. I named him firms in New York, my competitors, to whom he should go and make a deal along similar lines, and he did so. He told me the other day that his trade had increased, until to-day he is doing $200,000 abroad. Now, he is paying for that trade about $7,500 a year, so far as I can judge, perhaps a little less. What would it have cost that man if he had gone abroad, thinking in his innocence that he could have done the work that those five commission houses are doing? I don't care whether he put one traveler or six in the entire field, I could have discounted him, and he would have wiped out all his profits of the last five years, and I doubt if he would be half as well off to-day. Understand, he had a diversified line of goods. He had lines which other manufacturers could easily compete with, and therefore keen competition was possible.

THE QUESTION OF CASH DISCOUNTS IN EXPORT TRADE.

The PRESIDENT. Mr. Douglas, one of the penalties of speaking here is that you must answer any question that is put to you. I dare say there are several members who wish to ask you questions.

Mr. ROGERS. I do not quite understand Mr. Douglas's reference, which I noticed also in the committee reports, that the commission house of New York has to pay cash to the manufacturers. I see no reason why they should have to pay cash. I will say, for ourselves, that we are willing to trust a good commission house in New York just as long as anybody. If they want to take the cash discount, that is another matter.

Mr. DOUGLAS. I would say we must take the cash discount because the cash discount is known abroad, and therefore the man for whom we buy demands that concession. Therefore, we are forced to pay cash without regard to the question of cash discount. You can appreciate that point. I could not send out, for instance, an invoice on your line of goods where your cash discount may be 2 or 5 per cent for 10 days and where I did not allow it, without being called to task if my fellow competitor conceded it. I have no objection personally to paying cash. But it is the result, of course, of the consolidation of the manufacturers, without consulting the commission house about the advisability of doing it. There are many trades hampered by reason of lack of capital. There was a time, when I was a boy, when we always had a considerable amount of the money of the American manufacturers in our bank. But that is not the case to-day. With this 10-day basis now, I am forced to pay my bills in 10 days or lose the discount, as I have to give the discount to my customer abroad. The result is that the goods perhaps being in transit from the West, there are delays, and I pay for a large amount of goods perhaps 30 days prior to my being able to cash my draft at the bank. The reason you give to your president and others for making the American exporter pay cash is, because he gets cash. But you must remember there is a long interval between our paying cash to you and our getting it. At the present moment I do not wish to speak too [illegible] subject. In England and Germany the system is

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somewhat different. I only mean it in a general way, because in England and Germany every effort is made to increase the business of the commission houses by giving them terms that enable them to grant credit terms to the foreign buyers. While I get my cash in New York, it is true, as soon as I sell my bill, there are many merchants on whom I can not draw, and unless my capital is large I can not go into those fields and distribute my capital all around. The other day my bookkeeper showed me that I had about $140,000 lying idle in the West Indies, because those men do not allow you to draw on them. I have my agents in foreign countries, and if I were entitled to credit I think I could adjust my business to the end that I might not be subject, in some cases, to the same burden of risk that I am now, and I might increase my business. I do not know whether I have made that clear to the gentlemen, but I have tried to.

THE WORK OF AN EXPORT HOUSE.[1]

Can a merchant or manufacturer sell and ship his wares direct to foreign customers with profit, or is the burden of efficient handling, with the elaborate care necessary to avoid trouble in export business, so great as to eat up much of the profit? In "The Export Merchant," Mr. Fowler, who has the management of the great merchandising business of W. R. Grace & Co. in charge, gives, in detail, the gamut of troubles that may be expected by any exporter, in his description of the handling of the business of a great export merchandising concern. How one manufacturer has fitted these export requirements into the regular organization of a large and intricate business is told in the article following, "Efficient handling of foreign orders." Of course, no single manufacturer has the aggregate of difficulties presented in the business of a great trading house.

This article contemplates the merchant trading in general exports to our foreign markets.

It does not apply to the specialists who devote themselves to grain, or cotton, or such leading commodities, which are shipped on an enormous scale to a few countries abroad. But it deals with the exporter engaged in shipping those miscellaneous articles whose variety is unlimited. Necessarily, this merchant is not an "expert" in each and every line of goods, but by years of painstaking study and effort he acquires a fairly good understanding of the articles in which he deals, and this knowledge has to be rather practical if he is to hold his own in buying intelligently and give satisfactory service to numerous clients whose business is everlastingly besought by envious competitors. Usually, his markets are too small to support "specializing" in given articles, so his services to customers necessarily embrace a wide variety of goods, both staples and manufactures.

Apart from his first prerequisites of general market information, his duties involve phases which may be briefly summarized as—

1. A daily watch on the fluctuations in staple commodities and the outlook for them up or down. Correspondingly prompt notice to his customers, if he expects to hold them, or quick c. i. f. offers to

[1] John F. Fowler, in The Americas, Vol. I, No. 3, pp. 36–42.

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those markets which can buy in quantities sufficient to repay cabling outlays.

2. A general vigilance over manufactured lines, so that he may not be tardy in reporting prospects to his customers on those articles he may single out as likely to interest them. He must be in familiar and constant contact with factory representatives to achieve this purpose.

3. He must be the instigator of business, by his vigilance, whether in staples or manufactures.

4. His task is not limited to mere market vigilance at the home end, for he has also to regard and just as much (perhaps even more so) the possibilities of the foreign end. And this involves close watch of the ever-changing conditions there, whether mercantile, financial, or political.

5. He must be keen on freight rates outward, which constantly fluctuate.

6. He must be well informed in marine insurance technic, in itself almost a science. There are a few, very few, shippers who are educated on this important feature until they meet losses which they had confidingly supposed covered by the ordinary policy they had perfunctorily accepted. For marine has no resemblance to fire insurance and is beset by its own very involved and delicate questions.

7. He must be familiar, and for rush action, with the consular and other governmental formalities, which vary with every country, especially those of Latin America.

8. He is responsible for the inevitable last-hour preparation of documents for his shipments, in which it is a struggle to obtain weights, measures, and factory bills in time to complete his documentation, which embraces:

Bill of lading, usually with weights and values declared for each item, to satisfy some terminal purposes. With many countries this requires consular visé.

Consular invoice, similarly, and mostly in the language of destination; often written out in words, as well as numbers, for quantities of both packages and weights; and the latter must usually be in kilograms, hence hurried conversion from avoidupois to metric equivalents.

Commercial invoice, so explicit that any given package, on its description, can be sold or shipped away without need to open and check over its contents. And woe to the shipper if the slightest inconsistency occurs in the comparison of these documents when confronted in themselves or with the manifest of the steamer, over which latter he has no control.

9. Quite apart from the documents described in paragraph 8, we have not mentioned the marine insurance certificate (value not ascertainable until the commercial invoice is made up); it is sometimes necessary to accompany official inspection certificates for provisions, vegetable products, live stock, etc. Naturally, these are affairs of the very last hour.

NECESSITY OF RAPID WORK.

10. The exporter must struggle to ship until the latest hour, especially if his order embraces several items; for a fall-down on any ite[illegible] his consignee to claim for extra expenses, because

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more than one customs entry is thereby caused at destination, where these charges bear dearly on isolated small items. Also, a small shipment incurs expensive minimum shipping charges.

Explanations of weather and other uncontrollable conditions here can not be adequately translated to a customer 5,000 or 10,000 miles distant; but, all the same, the exporter has to stand in the gap. Theoretically he should not, but practically he must, on the expediency of pleasing his cherished customer.

11. Next, the "official" hours of consulates must be considered; and these do not fairly consult the dilemmas of shippers. It is often a material impossibility to satisfy the exigencies of shipping and yet dispatch your papers through the consulate. If some little courtesy is needed before or after the strict official office hours, which are usually comfortable for the consul, you have to pay for it by an extra "fee" which your customer could not or would not understand, because the official tariff does not sanction it.

DELAY IS COSTLY.

12. Woe and woe to the exporter who does not get his complete documents along by the ship that carries his goods. Frequently it is simply impossible to catch the post-office hour, so he must avail of the agents' bag. Otherwise, he has to suffer for all the charges his consignee can conjure up against him.

13. All this often involves the midnight hour for clerks in the struggle to overtake the outgoing mail next morning. Sometimes it is work through the whole night.

14. Now, if the exporter has all the foregoing to trouble him, when operating in open account with a customer, what is his perplexity when having to draw through a bank? The bank naturally demands reasonable time for its routine and contemplates dispatching its collection comfortably within the published closing hour for the foreign mail. Yet it has been physically impossible for the shipper to forestall this apparently reasonable requirement, since his shipment is often completed only a few hours before the advertised sailing time. And generally he has numerous shipments by the one vessel. Nevertheless, the exporter has to suffer for claims or expenses if the consignee could not (perhaps in ignorance of their coming) obtain his goods upon arrival of vessel, because, from the bank's loss of a mail, his documents did not arrive until two or three weeks later. The exporter, of course, is at fault. And just imagine the consequences when the goods are of a perishable nature or happen to have lost the psychological moment for the best market!

NECESSITY OF SET TERMS.

15. In sales c. i. f. to a port, the buyer often pretends that he has purchased at that port; and this quibble is a common trick to shirk the goods if the market has turned adversely.

The distinction between a sale "delivered at destination" and a sale "c. i. f. to the port" is sharp and clear to both the experienced seller and buyer. But the ignorance on this point is amazing, among our American traders, and when laxity in practice has been tolerated, by allowing the foreign buyer to imagine or infer that he is dealing

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on the basis of "delivered at" his port, the exporter is breeding trouble for himself, arising from the contingencies of voyage (which belong absolutely to the buyer), if anything happens beyond the risks covered by bill of lading and insurance. Many such buyers throw upon the seller the consequences of deterioration in perishable goods, perhaps from a delay (arising from mishap) en route and for which the seller never contemplated any responsibility.

16. Again, say a sale has been made for shipment a month or two later, and space for the cargo is immediately engaged with the steamship line, but some mishap delays the boat and unavoidably she can not load strictly on time. Perhaps sweltering weather in summer, or a blizzard in winter, delays the factory or railway or local steamboat; or an icebound harbor, or a strike somewhere, retards the shipment for a week or a fortnight. The sale was made in all good faith, relying upon usual facilities which generally operate on time, but something uncontrollable transpires. Between sales and shipment the market has fallen, which fact the customer is sure to know, but he will likely await arrival of the goods to reject them upon his unhappy seller, or else exact an extortionate allowance. This is bad enough in the case of staple commodities, but if machinery or other goods not easy of sale, the exporter is certain to suffer heavily.

17. So far we have touched upon little more than the exporter's routine, beyond which are many vital features.

18. In trading with Europe, Asia, or the colonies of Europe, he can generally command London or colonial bank credits for his shipments. In remote South American trade such financing is rare, and in the near-by ports, or with Central America, it is practically unknown.

19. Next to trading in open account, which brings its external disappointments in remittances, his alternative is draft (preferably documentary) at 30, 60, or 90 days' sight. Theoretically, this looks all right, but then the shipper is sending his property to remote places without a penny in hand to secure him against a capricious, or willful, or weak customer. Many of these customers profess that they must examine the goods before they accept the draft in about the same manner as if they were taking delivery from a local warehouse. They pretend that they can not afford to give their signature before knowing just what class and condition of goods they are to receive. But what about the exporter 5,000 or 10,000 miles away, who has acted in the confidence that his customer would extend some reciprocal confidence? Yet this is a daily experience.

TRADE DISAGREEMENTS.

20. A sequel to 19 is the burlesque of "sight" in drafts, for the customer will first claim that his "acceptance" must await the actual arrival of the vessel bringing the goods. Perhaps an accident has delayed the vessel en route, which is really not an affair of the exporter; but the customer is obdurate and, unfortunately, the banks (for their own comfort) have fallen quite easily into a toleration of this habit until, in many South American markets, it has degenerated into a pernicious "custom" like an unwritten law. Yet this [illegible] ntradiction of the very letter and spirit of the draft

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or of the original order. So deep-rooted has this "custom" become in places that an insistence upon rightful acceptance is fraught with fatal consequences, if the customer (drawee) wishes to shirk his purchases. Invariably he has the shipper quite at his mercy, and the pity is that leading banks there have virtually condoned and supported this attitude as established by precedent.

21. A "protest" in such cases is of purely nominal effect, and, moreover, notarial protests abroad are expensive. There is a Spanish proverb commending that "a poor settlement is better than a good lawsuit," and any experienced trader with many foreign countries will indorse this gem of wisdom. The legal process there can be made almost interminable and would exhaust the patience of Biblical Job.

22. Exporters, whether European or American, are now fighting rather successfully to change "— days' sight" into "— days' date" (from date of bill of lading) which would overcome the vagueness of time interval; but this can only partly check the abuse by a customer.

23. Whether in open account, or in draft form, the American exporter is working on interest at 6 per cent per annum. In using his money with distant countries, specifically in South America, his operating expenses are very heavy and he is lucky if he can get his customers to turn their accounts more than twice annually. Hence the net revenue, beyond mere interest, is very small.

24. The exporter seldom averages more than 2½ to 3½ per cent gross on his turnover, yet gives credit for four to six months; and by circumstance these terms become forcibly elastic. No domestic merchant, on the same narrow margin, would grant such liberal terms. In our trading at home we have absolutely no parallel where the credit risk approaches that of an export merchant.

25. The manufacturer starts with a factory profit in his sale, but the exporter has no similar margin in his competition for business, as his customers are surprisingly well informed on factory prices and deny the exporter more than a scant remuneration for his responsible service and loan of capital (i. e., goods).

26. The foreign customer has a happy faculty of delaying his remittance or exacting a renewal of his accepted draft, with a cheerful reminder that he will make good on interest (at 6 per cent) as a satisfactory recompense to his creditor, who should regard this as a continued "profit." And this happens with the honest and well-intentioned customer, who assumes that his distant exporter can just as well be his accommodating "banker."

HONEST AND DISHONEST CUSTOMERS.

27. In 26 we have the man who contemplates no conscious wrong against his exporter. But he is outnumbered by the fellow who somehow thinks it is clever, and even quite morally so, to get the better of the foreigner; and who, in turn, is eclipsed by his neighbor who has no scruple whatsoever, once he has the goods at his mercy, in betraying the unpaid shipper.

28. It can be stated unhesitatingly that the experienced American exporter will fully indorse the preceding paragraphs. And the hon-

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orable foreign customer, of whom there are very many, would say the same; for he suffers also from the bad behavior of unwholesome competitors and their damage to general trading.

29. Casual visitors, also self-constituted authorities, and even "official" investigators, may report the foreign customer generally as exceptionally high in commercial morality and rarely a defaulter in his payments. Oh! the contrast in real commercial experiences! Writers of such misleading articles justly deserve rebuke.

30. The American manufacturer has no idea of the energy spent by the exporter in preparing and supplying thorough information on foreign inquiries which savor of "prospect"; for the correspondent counts upon getting a careful report, including elaborate calculation of cost at his port, because his inquiry, which is often scarcely beyond an idle curiosity, can be satisfied "gratis." Yet these reports are often of a painstaking technical nature. If there is anything serious in the inquiry and the exporter happens to have erred in undercalculation in his multifarious detail (including the problem of accuracy in ocean charges on doubtful cubic measurements) be assured that he is snapped up and must then work out his problem against an outright loss. Apart from staple goods, such labors prove sterile in fully 75 per cent of the inquiries. Would any lawyer, or doctor, or engineer, or other professional men so gratuitously contribute his valuable time?

31. If the exporter could establish a "retainer" for such services, even to come out of an eventual order, it would be some consolation. But the custom of "competition" has led into putting his general services freely at the disposal of his "prospects" in trade, although he may have to employ technical talent to satisfy such inquiries.

32. In staple goods the foreign buyer has little compunction in exciting the local representatives of the home exporter to satisfy him with news on the course of the markets. Perhaps he asks merely quotations, but more often firm offers, to be grabbed if found favorable in the struggle for his prospective order. In this practice the buyer gets a complete and responsible cable service absolutely gratis. These cable tolls are very expensive and should be kept in clear sight to appreciate their tax on actual business results, for they average about ½ per cent on the turnover. Generally, the American manufacturer submerges them in his office expenses, just as cheap domestic telegrams. But the exporter has to regard them seriously.

EXPENSIVE ERRORS.

33. And what about the inevitable errors from cabling in the modern complex codes? This is usually done in hysterical rush; and code words, or economical combinations, are now so intricate that the slightest mutilation in the transmission of a word may readily lead to a misunderstanding costing thousands of dollars. This really serious risk is never an item in the exporter's operating cost, yet is must come in somewhere, all the same, for the misunderstandings will occur. Or there may happen a merely clerical mistake in the hurry of the exporter's office, often an affair of decision with only 30 minutes for reply, yet involving a complicated calculation! When the export merchant intervenes in the business, who pays for it? —— of course, since he is the guilty party. The manu-

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facturer or commodity seller never cares to contemplate this risk of his colleague in the transaction.

A COMPARISON OF COSTS.

The manufacturer who enthuses for export business does not hesitate to establish his own special office, perhaps in New York, quite willing to incur expenses of 5 per cent, 10 per cent, or even 15 per cent on this turnover. Yet, illogically, he has misgivings of the export merchant, who not only is frequently the "pioneer" in introducing his goods, but also finances the operation and carries the whole responsibility from time of taking delivery. If the manufacturer were to analyze the facts he might realize that his own fixed expenses to deal directly are far beyond the margins derivable by his natural colleague.

The great body of our export merchants are reputable men, well regarded and fully entitled to all the respect of their important and dignified calling. In serving as both merchants and bankers, they are something more than mere forwarding agents, or automatic order clerks, although often regarded in that light by our manufacturers.

Apart from maintaining his branch offices and showrooms in numerous foreign markets, the export merchant has to visit periodically the countries with which he trades, and also send his competent travelers to stimulate business; and the manufacturer, particularly of specialties or machinery lines, should also send his experienced men to study out the foreign markets. They should be technically familiar with their wares, preferably combining a practical factory knowledge of them, if they are competently to grasp the possibilities of new markets. These missionaries can inaugurate business, if their lines are feasible ones. Often, however, they are not, and this the American manufacturer will not or can not understand when a really eager export merchant has failed to achieve for him the results that were blindly expected.

The business initiated by a special traveler can be followed up by the exporter's local representative without further expense to the manufacturer, if reasonable business pursuit will suffice for this; but, if it is a house-to-house specialty, or an article similarly demanding much time, and perhaps propaganda expenses, the merchant could not be expected to devote so much energy to it. That is a case for the special man.

The export merchant must have a masterly intimacy of the trading possibilities with his countries and can prosper only if managing as a martinet on expenses and all minor details. Withal, his volume of business must be large and active to support his serious risks and heavy expenses. It is only in the striking of his annual balance sheet that many an experienced exporter discovers what "P. & L." really means.

When fairly understood, the export merchant requires no pleader. This brief is an endeavor to explain what he contributes in real utility and real responsibilities, and a presentation of bare facts in their true light. There is not a word beyond an outline description of his daily task, in normal times, and this could be extended into many other details and problems which arise with him every hour.

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THE MIDDLEMAN AS A MERCHANDISER.

WORK SUPPLEMENTING DIRECT SELLING.[1]

If the manufacturer expects the export house to handle his foreign business without expense to the manufacturer, he is making a great mistake. His business is not developed that way in this country. It costs him real money to develop it, and the export houses are not getting so rich from their commissions that they can afford to hire special men to push my line or your line, and they do not do it. In the development of our trade (which is that of building material coming into competition with galvanized iron) we first made a careful study of the various markets and mapped out a well-considered campaign asking the export houses to help us. But we did not stop there. We carried on direct correspondence with importers of building material, with purchasers of building material, and we used every bit of information that we could get, from whatever source.

As a result of this correspondence, orders were sent in; sometimes they came in through the export houses and sometimes they came direct. As manager of the export department, I felt that my first duty was to get trial orders. That was the essential point. When the orders came the next important thing was to get the money, and I then went to the export houses who were, speaking generally, doing business in particular markets from which the order had come. I said to them, "Here is an order for $500, or $1,000, or $2,000 worth of my material. Will you finance it? And what will you charge us?" There has never been a case, whether the customer said ship the goods on open account, or on time draft, or sight draft, attached to bill of lading, that I have not been able to find an export house that would finance the business for a relatively small amount of money. I then wrote the customer and thanked him for his order, saying that our good friends, Messrs. So-and-So, who were acting as our representatives or something of that sort, would forward his shipment, and that he would receive his goods through them; that, further, our company would pay any charge they made for their services, so that the goods would cost him no more than if he had bought them direct from us, but with the fine point that we would get our money within 10 days cash in New York. Now, it seems to me that there is a point—I am not so very familiar with domestic trade conditions, as I have spent pretty nearly 20 years almost entirely in the export business—but I do not believe that an aggressive and wide-awake manufacturer who wants domestic trade is satisfied to place his line absolutely in the hands of a jobbing house and then go back to his factory and sit down and wait for the orders to come in, without advertising, without sending his men out and creating a demand which in turn comes back to him through the jobbing house, and I think that in a lot of the criticisms that have been made against the export houses there is this element of injustice. And another thing is this: By making direct shipments to our customers in foreign countries where we have small lines and where the value does not amount to very much on any one particular order, if there

[1] W. [illegible] export manager of Asbestos Protected Metal Co., in Proceedings of Foreign Trade Convention.

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are 50 of our manufacturers here in this room and 50 orders are going out to Australia and those 50 orders do not amount to more than a minimum bill of lading, your prospective customers are paying 50 minimum bills of lading; whereas if you send them through an export house there is but one bill of lading, and the cost of the goods is very much cheaper to the ultimate consumer. It seems to me that here is a point where cooperation is essentially valuable to the manufacturer.

APPLICATION OF SPECIALIZED SERVICE.[1]

Speaking from an experience covering a period of more than 25 years in promoting foreign trade, and after having had many opportunities of visiting most of the important foreign markets, we are more than ever convinced of the fact that the exporter and so-called foreign commission merchant occupies with the manufacturers of this country now, and will for a long time to come, about the same position—and renders a similar service—as that of the bank in the sense that the well-established and reputable exporter really serves as a clearing house for the foreign sale of the manufacturers' products; and such exporters are in a position to bring the manufacturing interests of the country into very close and profitable touch with foreign markets. We bring to bear upon this business many years of highly specialized service, and the capabilities of trained men who must necessarily be experts in their particular line. In almost all cases we are in a position not only very thoroughly to canvass the selling possibilities of any line in any accessible market, but can finance all sales in a way that permits of the manufacturer's obtaining prompt cash payment on delivery of his merchandise at seaboard. We must also possess a very thorough knowledge on all matters pertaining to ocean freight charges, marine and war-risk insurance, and foreign exchange, and on most of the staple lines of merchandise can quote c. i. f. or delivered prices to the foreign buyer. Briefly, the exporter's organization usually is such that he can offer unusual opportunities to manufacturers for quick and efficient service in the sale of their products abroad and this at a minimum of expense, and in every case far below what it would cost the manufacturer were he to endeavor to obtain similar information by direct contact with foreign buyers through traveling or resident agents maintained at the expense of the home organization. Again, in the matter of foreign languages, the exporter's organization usually permits of all inquiries and correspondence being quickly and efficiently handled in the language of the foreign buyer. Mention was made in one of the group conferences this afternoon that manufacturers were desirous of establishing their identity with the goods that were being sent abroad and that the use of an exporter's services on such trade would prevent this being done.

SQUARE DEALING NECESSARY TO SUCCESS.

We can not conceive of any circumstances wherein the services of a reputable exporting house should in any sense prevent the identity of manufacturer, point of origin, and any other matter

[1] William H. Knox, president of W. H. Knox & Co., in Proceedings of Fourth National Foreign Trade Convention.

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of interest, being withheld from foreign buyers, for the very simple reason that in the majority of instances we are called upon to buy goods from specified manufacturers whose product has been introduced to the foreign markets by exporters. As we are largely dependent upon our money-making possibilities, through the intention and ability at all times of giving the manufacturer and foreign customer a square deal, it necessarily follows that we would not be in the business to-day were we not giving satisfactory service. On the other hand, whenever a large manufacturer can afford the expense of placing his own men in the foreign field and thereby develop a large volume of direct business, the exporter's services are usually called upon to care for the matters of shipping, insurance, and in many instances financing, particularly when manufacturers are located at interior points, and excepting always the larger manufacturing organizations that are able to maintain a specially equipped export department whose functions are almost identical with those of the exporter located at the large seaboard shipping centers. This is perhaps not the place, nor have we the time, to enter into any detailed discussion as to the best and most satisfactory methods of bringing the exporters and manufacturers together on business arrangements of the kind under discussion, for the necessary information can always be readily obtained by those interested through communicating with the concerns best fitted to serve individual requirements. It should, of course, be remembered that, in such times as these, both domestic and foreign business conditions are constantly changing, and the circumstances of to-day may not fit in with the problem of to-morrow; but we know of no source for reliable information on these many points, better fitted for such service, than the reputable well-established export houses, and when one considers the enormous volume of foreign business being regularly conducted by such concerns, it must be admitted—as is really the fact—that the great manufacturing industries of this country from the United States Steel Corporation down to the smallest manufacturer, are largely indebted to the exporters' pioneer work and investment of time and money in initiating and developing foreign demand for American products. For instance, the members of one association represented here to-night are handling a yearly volume of not less than $200,000,000 in the export of American products, and we think that you will find with but few exceptions almost every dollar's worth of such merchandise has been paid over to manufacturers in cash on arrival of their goods at seaboard.

INDISPENSABLE LINK IN FOREIGN TRADE.

The present-day function of the exporter and foreign commission merchant, therefore, seems to be, in brief, highly specialized expert service, comprising salesmanship, knowledge of shipping, marine and war-risk insurance, credit information, banking, foreign exchange, and every detail required for the efficient bringing together of producer and consumer wherever located in the foreign field; and when it is remembered that by means of quick cable service and efficient organization, South Africa, New Zealand, and other remote parts of the world are on an average within one hour's time of New Yo[illegible]e would seem to be some good reason for assuming

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that the properly equipped export house is in a position to render most valuable service to any American manufacturer desirous of obtaining a foreign market for his products.

Some necessary distinction should be made between the (1) export merchant who sells to the foreign trade, as a merchant, and the com- (2) mission merchant who may place orders with American manufacturers for foreign account, receiving from buyers a commission for the handling of such business, or who sells to the foreign buyer for manufacturer's account with commissions on such sales paid by the (3) manufacturer. These three methods are properly the particular business of those entering into such arrangements and they need not be discussed at this time, but we might mention that the larger lines of great American staples are being handled to-day on the first-named basis. From time to time criticism, more or less justified, may be made of exporters' business methods, but we have usually found that the cause for such criticism originates through misunderstandings readily adjusted, when both parties to the question can get together and disclose the facts of the difficulty. Something perhaps could be said in criticism of manufacturers and some of their business methods, but as we are not here for any such purpose, it is sufficient to say that mistakes are always possible, and when they occur it should be the good business of both parties to make such concessions as required by the circumstances; and there is of course always the alternative of the manufacturer's placing his interests in other hands, or dealing direct with foreign buyers should this better suit his convenience.

In conclusion you will permit me to say, that while in some lines of business the exporter might be considered as a middleman, whose services are not required, we think you will find by actual experience that he is in a position to offer the greatest amount of expert service and knowledge in his particular field for less compensation than is being paid in any other line of business activity; and while to some of you he may appear to be an unnecessary evil, the facts at your command, if you chose to thoroughly investigate the best interests of the business you are seeking to develop, would indicate the contrary.

THE MIDDLEMAN IN THE GERMAN ORGANIZATION.[1]

EARLY DEVELOPMENT OF GERMAN FOREIGN TRADE.

In discussing the German methods in foreign commerce a brief sketch of the history of German foreign trade and the development of exporting as a profession is appropriate.

The German export trade to over-sea countries was insignificant until about the middle of the eighteenth century, principally for the reason that the countries with colonial possessions maintained stringent laws prohibiting foreigners to trade with the colonies and excluding foreign flags from their ports. The colonies were forced to sell their produce to the motherland. Owing to their favorable position, the Hansa cities of Germany, chief of them Hamburg, nevertheless did a flourishing business in distributing colonial prod-

[1] From "German Foreign-Trade Organization," by C. D. Snow, Miscellaneous Series No. 57, Bureau of Foreign and Domestic Commerce.

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ucts as middlemen, gathering them from English, Dutch, French, and Spanish ports.

At the end of the eighteenth century there commenced a gradual weakening of the exclusive colonial policy. The merchants of Hamburg began to do a large business with the American possessions of Spain under the cover of some relative naturalized in Spain or a Spanish employee. In 1797 the German traders profited by the concessions that the East India Co. had granted to Americans and started direct business relations with India.

The Declaration of Independence of the United States gave a tremendous impetus to the merchants of Hamburg, Bremen, and Lubeck. For the first time German traders had an opportunity to establish branches of their business houses in an over-sea country. And it is very clear that this policy of gaining foothold in over-sea lands by establishing branch houses has been one of the most secure foundations of German success in the export trade.

The beginning of the nineteenth century was a period of retrogression, due to the Napoleonic wars. Then came the independence of the various Latin-American countries, which opened a new field for direct trading. At the end of the first quarter of the nineteenth century Hamburg was in direct and regular maritime relations with the east, west, and north coasts of South America, and with the West Indies, Mexico, and Central America. In 1842 the British-Chinese treaty opened the Chinese treaty ports to German trade by placing all foreign traders on a footing of equality. The Germans immediately established business houses in Canton, Hongkong, and elsewhere. Since 1813 foreigners have been free to trade with British India. In 1848 the Indian Government dropped discriminations against foreign flags in Indian ports and in 1859 against foreign goods in general. In Japan for a long time the distrust of foreigners prevented Germans from cultivating direct relations. In 1874 we find the first direct import from Japan into Germany. It was only after the formation of the German Empire that the German foreign trade with Asia began to grow at a remarkable rate of speed; until then the political impotence of Hanseatic cities was a great obstacle to the development of their trade.

In Africa the first relations of the German exporters were with the islands off the African coast in the Atlantic Ocean. In the fourth decade of the nineteenth century the Germans founded settlements in Lagos and Liberia. Year after year the German traders extended their sphere of activity in Africa by a system of "peaceful penetration." We find them starting settlements on the East Coast and in Zanzibar, and toward the end of the nineteenth century they had houses in Morocco.

TRADING THROUGH BRITISH MERCHANTS.

In the earlier phase of the German export trade the German merchants made use of the British commercial sales organization which in the meanwhile had been built up in many over-sea territories. The British merchants had been the first to organize their over-sea trade on a systematic basis. Most importers and exporters in the export field in [illegible]y days were branches of British houses, but many of

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itish houses had been founded by citizens of Hanseatic cities
. emigrated to England because trading under the British flag
them protection and a wider field of activity. The mer-
n Hamburg began to do their export business through these
houses by sending consignments to their over-sea branches.
.d the assurance of honest dealings, and they could rely on a
ge of local conditions on the part of the consignee.
s particularly in American countries, in Asia, Australia, and
Africa that the German export trade was built up on the
tion of established merchants of other nationalities. In some
ntries, especially along the coasts of East and West Africa,
nburg merchants were pioneers and built up the first forms
nercial intercourse. Here a ship, laden with all sorts of the
eapest merchandise, would be sent haphazard along the coast.
r business with the natives would be attempted at first. Years
pass before another ship would touch at the same point.
· the vessels would anchor at the mouths of rivers or anywhere
he coast where the surf would permit and serve as warehouses
reception of native produce. From these floating warehouses
as an easy transition to small permanent structures on shore.
easy now to send ships at regular intervals for the replenish-
f supplies. But the peddling of German goods here and the
ment of German goods there were only the prelude to a more
l and systematic method of reaching over-sea markets.

GERMANS ESTABLISH BRANCHES OVERSEA.

establishment of purely German business houses in export
ts was the next logical step after the various disabilities of
n traders in the different countries had gradually disappeared.
first business ventures oversea were attempted by the Han-
houses in the United States of America and were the immediate
of brisk business relations between the Germans and the
d States. In 1845 there were 343 German business houses, not
ng retail stores, in non-European countries—134 in the United
, 48 in Mexico, 3 in Texas, 1 in Central America, 34 in the
Indies, 98 in South America, 14 in India and China, and 11 in
a.
e customers of these over-sea branches were partly dealers,
consumers. The purchases were made from stock after exami-
n; payment was made in money. On the West and East Coasts of
a there was a system of barter between the German trader and
onsumer. Here the business resolved itself into a delivery of
pean goods and the acceptance of native products, and until
tter were disposed of the trader was not sure of his profits. He
forced, therefore, to put a very high value on his goods and a
low value on the native produce, and to exact very high prices
he latter on its arrival in Europe.
rman trade with Australasia was for a long time insignificant,
the settlement of the Germans in Samoa and the other South
islands gradually opened up an increasing business.

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DEVELOPMENT OF GERMAN EXPORT METHODS.

Leaving this brief geographical outline of the expansion of the German export trade, we may take up a cursory review of the development of the German export methods, from the first tentative stretching out for foreign markets up to the present stage, with its vast network of foreign branches, agencies, and banks, with its remarkable organization, cooperation, and specialization at home and abroad—in brief, with its combination of all those elements which have contributed to the building up of German success and prestige in the export trade. In the early history of the German export trade the merchant princes of the Hansa cities sent out expeditions in charge of supercargoes to try their luck in over-sea markets. These were hazardous ventures, while the safer and more legitimate business was carried on by these merchants with European countries. These expeditions ran the risk of annihilation by the powers of nature and man. The foreign men-of-war and the ruthless pirates that infested many seas were more to be dreaded than storms and shoals. When the ban against foreign trading was lifted, there was an immediate increase in these haphazard ventures, with the result that sometimes there was a superfluity of imports in markets incapable of assimilating them, and instances of fraud on the part of supercargoes began to multiply at an alarming rate. This system could exist only as long as competition was dormant. With the growth of competition a less wasteful system was bound to develop.

FIRST GERMAN EXPORTS.

The first exports from the Hanseatic cities to the United States and other over-sea lands were German handmade linen goods. In the early part of the nineteenth century the cheap linen and cotton products of the British and Belgian spinning mills crowded out the German linens from many quarters. But still the Germans sold large quantities of linen in Mexico, Cuba, Venezuela, Brazil, Porto Rico, etc. In addition, they exported glass and hardware and various textiles.

In the first half of the nineteenth century the over-sea lands were as yet undeveloped economically. Many of them now export foodstuffs to Europe, but in those days the Hamburg merchants sold them salt meats, butter and cheese, beer, and liquors. Lack of local transport facilities enabled the German merchants to trade in colonial goods even between the various over-sea markets.

Thus, at a time when the German industries were at a low ebb the Hanseatic exporters still maintained their position abroad. The British industries furnished many products which the Hamburg merchants carried to Central and South America. The extra cost of shipment from England to Hamburg was slight. In 1848 England imposed discriminating duties against Brazilian and Cuban coffee and sugar because of the employment of slaves, and the direct trade relations of Hamburg with Brazil and Cuba were greatly extended. During this period of export activity the merchant engaged in the over-sea trade required a considerable capital for his operations. The export markets were hard to reach. To supply them with goods it was necessary to maintain branch establishments and depots ab-

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CHANGED CONDITIONS TRANSFORM EXPORT METHODS.

The improved means of communication, consisting first of regular sailing ships and later of steam packet lines between the exporting ports and the principal over-sea ports, revolutionized the export trade. The merchant was no longer forced to own or charter ships. The time required for getting the goods into the hands of foreign customers was minimized. Mail could be dispatched and looked for on regular dates. The opening of the Suez Canal brought the East almost to the door of Europe. Telegraph and cable connections completed the task of bringing the exporting nations and their foreign markets closer together.

This revolution, still recent even for our fast-living age, changed the following conditions in the export field: Formerly the buyers of imported goods were dependent upon the available supply of these goods in the warehouses and stocks of the importers. It was difficult to replenish stocks. Shipments were made at rare intervals. The goods were chosen and dispatched by the shippers to correspond with the exporter's ideas as to the likely demand and the quality desired. Between shipments it was difficult to fill emergency requirements. The importer could not accept his customer's order for goods he had not in stock, for the reason that he could not assure the latter that the goods would be at hand in a reasonable time.

The improvement of means of communication and transportation, of course, meant a tremendous economy. A wholesale establishment with varied stock could frequently be replaced by a single representative with sample rooms and a staff of traveling salesmen calling on the customers in the minor points. However, in most instances the old branches were still maintained. The change was more noticeable in the creation of a large number of German export firms specializing in the filling of orders, requiring less capital than the old-style houses, doing business on a commission basis, and bearing no risk with regard to this disposal of the goods. The amount of capital invested by this new type of export houses depended upon arrangements with the manufacturer as to the payment for the goods supplied and with the over-sea customer in whose behalf the goods were bought.

VARIED FUNCTIONS OF EARLY EXPORT MERCHANTS.

The old-style export merchant had four distinct functions—he exported merchandise from Europe; he imported foreign produce into Europe; through his foreign branch he imported merchandise into foreign countries; and he also exported produce through this same branch from foreign countries. The new type of export firms devoted themselves to export exclusively. Instead of dealing with branches of their own abroad they had to deal with independent factors—the foreign importers.

While the exports of cotton goods, for instance, may be still considered as being balanced by shipments of coffee or some other produce from across the sea, in private trading this is no longer the case. Nevertheless, it is obvious that the cotton-goods shipments are paid for by credits arising in this instance from the export of coffee. There are now in Germany export houses with branches of their own

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in Latin-American countries, in the Far East, in West and East Africa, and there are also many export merchants without such branches as well as independent exclusive import merchants. In 1905 there were 2,186 listed export and import houses in Germany, of which 1,051 were doing exclusively an export business, 118 exclusively an import business, and 752 both an export and import business. Positive data regarding the remainder are lacking. Out of 923 Hamburg merchants in foreign trade listed in the same year the figures were 252, 35, and 636, respectively. The German export merchants, principally those in Hamburg, having branches of their own in tropical countries are importers of palm kernels, palm oil, African rubber, and copra. Export merchants having no branches of their own abroad are at the same time large importers of coffee, cocoa, skins, rubber from Latin America, and spices from the Dutch East Indies.

DIRECT TRADING BY MANUFACTURERS.

Up to this stage in the history of the German export trade the export merchant had been the undisputed distributor of manufactures in the foreign markets. This condition is typical, as a matter of fact, of all exporting nations. Now the German manufacturer conceives the ambitious idea of eliminating him as a factor. The manufacturers and the champions of "direct" trading consider the export merchant as a parasite fattening on the ignorance of the manufacturer regarding foreign conditions. The export interests, on the other hand, claim that the export merchant is an absolutely essential link in commercial relations between manufacturers and foreign buyers.

Where the foreigner barters his produce for foreign merchandise the position of the export merchant is unassailable. Where the foreign buyer has advanced economically so far as to be able to contract for his requirements independently, what need is there of an export merchant? The German exporter points out the following avenues of usefulness: The buyer in the export market may require varying quantities of merchandise from a considerable number of sources. In many instances he could not begin to import direct certain classes of German goods, such, for instance, as are manufactured by a number of small producers, goods of Solingen and Remscheid manufacture, certain German leather goods, toys, notions, and textiles. Many of these manufacturers are individually too small to export direct. Not the least of the merits of the exporter, however, is that he relieves the manufacturer of the risk of granting credit to foreign customers.

STATUS OF GERMAN EXPORTERS.

Let us revert for a moment to the general status of the German export merchant of the present day. The principal export merchants of Germany are located in Hamburg. These attend to what is known in Germany as the "over-sea" trade, in distinction from export trade by rail to other European countries. Sweden and Norway, even, are not regarded as "over-sea" markets. The exporters cultivating the trade of the European countries are, in addition, frequently located near the centers of production of the various classes of goods and not necessarily in Hamburg or Bremen.

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Next to the export merchants there are found in Hamburg the so-called export agents, whose business is to keep the export merchants posted with regard to the products of their principals. These export agents maintain large sample rooms and frequently represent a great number of manufacturers in the most varied trades. The export merchant can not possibly know everything about the different goods ordered through him by the foreign buyer. The export agent knows his particular lines and is relied upon by the export merchant to enlighten him. Every export merchant in Hamburg has classified lists of these agents. But the export merchants and the export agents have their own associations, and their relations are regulated by a well-recognized code of usage. The export agent generally receives only 1 per cent on the gross turnover, and this system provides for Germany a satisfactory and economical medium between the export merchant and the manufacturer.

HOW THE GERMAN MANUFACTURERS EXPORT THEIR PRODUCTS.

The German manufacturer doing an export business either intrusts the export merchant with the task of pushing his goods in the export field, which is done by means of sending out catalogues, samples, price lists, etc. (mostly "neutral"—that is, without revealing the name of the manufacturer), or he merely contents himself with accepting the orders turned over to him by export merchants, relying on his established connections with these merchants or on the canvassing efforts of the export agent, or both. The small manufacturer in Germany seldom dreams of installing his own sales organization for foreign markets. It is only the big manufacturer who has an outlet for his goods in some special geographically well-defined market who will undertake to do so. The so-called "cartels"—combinations of producers of raw and semimanufactured products—are also in a position to establish selling branches of their own abroad, to maintain traveling salesmen, and to push their goods through agents of their own.

The German manufacturer, striving as he is for direct trading, is not equipped for it. There is an unmistakable tendency to eliminate the export merchants, but the realization of the difficulties in the way curbs it considerably. The manufacturer who has tried direct trading and has "burned his fingers" finds little sympathy from the export merchant. His example is held up as a terrible warning, and the export merchant asks, with a considerable amount of logic, "Does it pay to deal direct and run the risks of loss if, by taking advantage of a strong existing sales organization with a knowledge of local conditions such as the manufacturer could never hope to rival, the risk may be entirely eliminated?"

But the German manufacturer seeks to increase his foreign sales, and he can not content himself by receiving chance orders. He has the opportunity of making sole selling arrangements with export merchants for certain special markets. In this case the export merchant is bound to sell no article competing with his principal's goods. The manufacturer pays the export merchant a commission agreed upon, whether orders are received direct or through the export merchant, provided they come from the territory assigned to the latter. The costs of traveling salesmen are thus distributed

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among a certain number of noncompeting manufacturers. The traveling salesmen seek to push the lines they represent to the best of their ability. The export merchant relieves the manufacturer of all the routine of shipping and is, in fact, the manufacturer's export sales department.

STUDY OF FOREIGN MARKET REQUIREMENTS.

In the foregoing account is brought out very clearly the importance which the German manufacturers attach to the big export sales houses. The impression should not be given, however, that the manufacturers who produce wares for foreign markets do not themselves make a careful study of the requirements of the foreign markets. Even when they do practically all their export business through these large export concerns, they have in mind building up good will for their merchandise, not only in the eyes of the particular export houses with which they may at any given time be connected but also among the foreign purchasers of their wares. Moreover, anyone familiar with the average German factory producing goods for sale abroad will appreciate the extent of the direct contact between the owner of this factory and buyers coming from the foreign markets. Perhaps in the foregoing account too little space has been devoted to the rôle played by the big import houses in foreign countries, which handle German-made wares. At least one New York importing house has regular representatives in the German factories from which it buys, instructing the German manufacturers with regard to even the smallest details to be observed in producing goods for it. It is not unknown for the entire output of a plant to be taken up by a foreign import house.

Section II.—CONDITIONS FAVORING MIDDLEMEN.

TRADE FACTORS IN THE COLOMBIAN MARKET.

SALE OF CONSTRUCTION MATERIAL AND MACHINERY.[1]

Colombia is the most northerly of the South American countries. It has an area of 435,000 square miles, equal to the area of the New England, Middle Atlantic, and South Atlantic States (Maine to Florida). It has coasts on the Atlantic and Pacific Oceans. Politically, it is divided into 14 Departments. It is the third nation in South America in population, its inhabitants at the last census numbering 5,472,604. A large part of the people are mestizos, or mixed white and Indian. In addition to these and the pure white inhabitants, there are a considerable number of negroes, mulattoes, and full-blooded Indians. In the first census, made at the time of the colonization of the country by the Spaniards in the year 1770, Colombia had a population of 806,209. In 147 years, therefore, the population has increased by 4,666,395. It has doubled in the last 40 years.

[1] From "Markets for Construction Materials and Machinery in Colombia," by W. W. Ewing, Special Agents Series No. 160, Bureau of Foreign and Domestic Commerce.

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e principal cities, in the order of their importance, follow: ›ta, with a population of 140,000; Medellin, 71,004; Barran- a, 48,907; Cartagena, 36,632; Cucuta, 20,364; Manizales, 34,720; .ramanga, 19,735; Popayan, 18,720; Pasto, 27,760; Cali, 27,474; a Marta, 8,346; and Tunja, 8,961. There are other cities of less lation but of importance.

ıe important ports are Rio Hacha, Santa Marta, Barranquialla, Cartagena on the Atlantic and Buenaventura and Tumaco on Pacific.

›gota, the capital of the Republic, is connected with the sea as ›ws: First, by 172 kilometers (106.88 miles) of railroad to .rdot; then by 80 kilometers (49.71 miles) in the upper Magda- River, with steamers of medium size; then by 111 kilometers 97 miles) of railroad between Beltran and La Dorada to avoid rapids of the river; then by about 800 kilometers (497 miles) in lower Magdalena, where comfortable steamers of 250 to 300 tons in use; then by 28 kilometers (17.40 miles) from Barranquilla to rto Colombia, which has a pier the second in length in the ld—a pier of steel and reinforced-concrete construction that can ›mmodate four large steamships.

Medellin has access to the Magdalena River at Puerto Berrio by sections of railroad, with a total length of 174 kilometers (108.12 es), and a mountain cart road 36 kilometers (22.37 miles) in gth, bridging the gap between Cisneros and Botero.

›arranquilla, with a population of 48,907, is the most important ıufacturing center and commercial port of Colombia. Puerto ombia, the nearest seaport, is about 18 miles distant by rail.

ECONOMIC ASPECTS OF THE COUNTRY.

There are various national industries, including factories for mak- Portland cement, hydraulic and common lime, clay products ch as common brick, fire brick, sewer pipe, sanitary pottery, roof- tiles, and glazed wall tiles), concrete sewer pipe, concrete blocks l artificial ornamental stone, plaster of Paris, hydraulic floor ›s (mosaicos), and window glass, as well as small shops for mill- rk, and mills for cloth making. Of the latter there are 2 in gota, 11 in Medellin, and 1 in Barranquilla. The Indians weave hand considerable wool and cotton, and make the clothes that › used by their people in the country. There are also industries the manufacture of stearine candles, matches, grass and straw ıttings, perfumes, soap, sugar, and beer.

There are mines of gold, silver, platinum, emeralds, and copper in undance. The exploitation of petroleum has begun, and the pros- cts for large yields are promising. Asphalt is also to be found, ıt it has been mined only to a small extent.

On account of the fertility of the soil and the abundance of fish ıd game, living presents no difficulties. Agriculture is carried on a sufficient extent to supply food for the country. The products clude coffee, wheat, and cacao. At present large quantities of ›ffee are exported. Flour for the interior is made in the country, ıt that for the coast is either imported or made from wheat brought ı from the United States. There is a considerable industry in st- ıising and dairy products.

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The language of the country is Spanish. There are banks in all the principal cities, and failures of these institutions in recent years have been rare. The monetary standard is gold, the unit being the peso. The system of weights and measures is the metric. Colombia is a member of the Universal Postal Union. Patents are granted to all who apply in accordance with the special laws of the country.

In every Department of the Republic there is a governor, minister of public instruction, and public-works board, whose addresses are at the departmental capitals. The national public works are under the direction of the Ministro de Obras Públicas, Bogota, and the national educational system under the Ministro de Instrucción Pública, Bogota.

From day to day the primary schools are becoming more common, and gradually the number of illiterates is being diminished. In all the Departments there are normal schools for the instruction of teachers, and in the Republic there are four universities in which law, political and natural science, mathematics, medicine, and commercial subjects are taught. There are also institutes and academies for the study of music, painting, mechanics, and the science of agriculture.

IMPORTATIONS AND SALES.

Until the year 1914 the greater part of the imports of hardware and ironmongery came from the United Kingdom and Germany, and importers placed their orders with commission houses or manufacturers' agents who gave clients from six to nine months' credit and charged a commission of from 3 to 5 per cent and interest at 6 per cent per annum. For cash shipments 2½ per cent commission was charged. These commission houses make up the consular invoices and attend to all details of shipment. Since the beginning of the European war shipments from Germany have been entirely suspended and those from England subject to many delays, with the result that importers have sought a new market in the United States.

Advantage has been taken of commission houses in New York who are accustomed to make shipments, charging 5 per cent commission and granting credits of three or four months, subject to an interest charge of 6 per cent per annum. Shippers usually draw on customers at 60, 90, or 120 days, the drafts being discounted at the banks in New York, which subsequently collect through their foreign correspondents.

It has been observed by the importers that many American manufacturers are apparently unfamiliar with the requirements of export trade and seem fearful of committing errors in drawing up shipping documents, etc.; on this account the Colombian buyers prefer to deal with the commission houses established in New York.

One element of difficulty confronting the exporter is the customs tariff of Colombia, in respect to which shippers make many errors to the detriment of their customers. The tariff should be carefully studied by persons contemplating the sale of merchandise in the Republic.

The increase of American exports to Colombia since 1914 has been due to the war, and in order to retain the business American manufacturers should carefully study the Colombian markets. The larger m[illegible] Colombia do not consider it sufficient for the United

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:s to send traveling salesmen to Colombia, as the salesmen are
ıe habit of selling to the retailers on the same terms as to the
esale houses and thus spoiling the market. This custom has been
rved in various instances among American traveling salesmen,
the result that the wholesale houses do not care to buy from
salesmen, since the larger merchant does not find it good busi-
to compete against his own customers. The English houses
› always been accustomed to protect their customers and never
to the retail trade. This, it is believed, is largely the reason for
r success.

Vith reference to the wholesale importers, it may be stated with
idence that they fulfill their obligations, have a high regard for
r credit, and are very strict. In Bogota especially failures are
y rare.

CARE IN THE EXECUTION OF ORDERS.

ın important point is care in the execution of orders. Manufac-
ers in the United States do not always follow the instructions of
purchasers in reference to packing, customs declarations, etc.,
ısidering them of little importance. Shipments from England,
ance, and Germany are generally made in accordance with buyers'
ıstructions, and this fact accounts, in part, for their popularity.
ıis condition arises from the long experience of the European
ıders in the South American markets. They have studied the
stes and needs of those markets and do everything possible to meet
e wishes of their clients. American commission houses generally
e aware of these conditions, but as they only transmit the orders
the manufacturers it is believed that the latter are responsible for
ost of the errors in shipping—these mistakes arising through a
ilure to follow the instructions of the buyers.

SHIPPING DOCUMENTS.

All shipments must be accompanied by a consular invoice signed by
Colombian consul. The drawing up of these documents should be
arefully studied and customs declarations made in accordance with
he tariff. Importers usually give to the concerns taking the orders
, true customs declaration in order to avoid the fines that incorrect
leclarations incur. Shipments should be made directly to the agents
ıt the seaport, so that they may pass the goods through customs.
Agents should receive copies of consular invoice and bill of lading.

American houses frequently send, with the goods and shipping
papers, drafts against customer which must be met or accepted be-
fore the bank will release the goods. This system is claimed to be
bad when the customer does not reside at the seaport. For instance,
these documents and drafts are often sent to some Bogota bank and,
as the mail takes 15 or 20 days to go from the coast to Bogota and
back, the goods in the meantime are tied up in the customs, paying
storage.

The customs duties are according to gross weight, and when dif-
ferently classified articles are included in one package the weight
of the packing is prorated.

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CREDITS.

Generally European houses allow credit of at least six months. If Colombian merchants could obtain the same terms from the United States this would be an important factor in increasing the business between the two countries. It is suggested that if the United States merchant can not grant easier terms it would appear to rest with the American banks to afford the necessary facilities in the way of discounting drafts, etc. These banks when collecting should grant easy terms, because in Colombia payments are not usually very punctual; this does not mean that the acceptance of the draft is not good, but there is considerable latitude in Colombia in the matter of paying drafts. The intermediaries do not care to assume responsibility, nor to take the trouble to protect the drafts, as the procedure is not so rapid or convenient as in other countries. Moreover, as the majority of the drafts that reach Colombia from manufacturers are small, the banker who collects has more work than a banker in another country and has to charge a higher commission.

Most of the importations into Bogota are on a credit basis, through the medium of commission houses, who draw on the customers at 120 or 160 days. American manufacturers, with some exceptions, do not care for this kind of business and usually demand payment against shipping documents in New York, which is not generally acceptable to the merchants of Colombia. The latter are required to place the money in New York at the time they order, and manufacturers sometimes delay months in filling the orders, with the result that the money loses interest in Colombia, where rates are high.

Of late large interests in Manchester, England, have been cutting down the time granted on sales in Colombia by giving only four months instead of six months and upward.

EXAMPLE OF COMMISSION MERCHANTS' REGULATIONS.

One of the leading commission merchants and bankers of Colombia has promulgated the following regulations in regard to documents and procedure in the clearance of shipments entering and leaving Colombia, together with the fees charged for the service:

IMPORTATION.

Customers in Colombia should instruct shippers abroad that shipping documents, bill of lading, and consular invoice shoul be sent to the commission merchant in Colombia direct. This prevents delays and difficulties. The commission merchant in Colombia does not advance funds to pay customs dues. Customers should previously make a deposit in the national treasury to cover customs dues. When this is not done the commission merchant will clear the merchandise only when the customer remits or deposits at one of his agencies or furnishes sight drafts of first-class foreign exchange.

Customers should give their commission merchant special power of attorney to attend to all claims, etc., and especially to sign treasury documents for the customs dues. A sample copy of the power of attorney will be sent on request.

EXPORTATION.

The commission merchant undertakes to receive and ship merchandise for export. In the case of freight for the United States the commission merchant requires a special power of attorney, which is demanded by the American consul and which must be signed by the export house before a competent witness.

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FOREIGN REPRESENTATIONS.

The commission merchant undertakes to represent foreign houses dealing in articles of ordinary consumption, according to special conditions, which must be stipulated in private contract.

TERMS.

Importation.—To pay freight and petty expenses importers should supply the commission merchant with funds in advance. If this is not done the commission merchant will draw on them at three days' sight in favor of the commission merchant's nearest agent, with a surcharge of 2 per cent.

When the commission merchant is supplied with funds in the nature of drafts on houses abroad a charge of one-half per cent is made for the indorsement.

The commission merchant makes a charge of $1 Colombian gold ($0.97 United States currency) for receiving and dispatching each ton of 1,000 kilos or 2 cubic meters of merchandise.

For materials for mines, bridges, railways, and machinery in general the commission merchant grants a concession of 50 per cent.

The minimum commission is $1 Colombian gold.

Exportation.—To pay freight and petty expenses the commission merchant will draw on the foreign consignee at three days' sight, for which the commission merchant must be expressly authorized by the shippers, sufficiently in advance.

No charge is made for receiving and shipping merchandise in general destined for export, except in the case of hats, when a charge of $0.50 Colombian gold is made for each case.

For gold bars, silver, and platinum a charge of one-sixteenth per cent ad valorem is made.

Sundry.—For purchase and sale of foreign exchange, 1 per cent.

For collecting bills of exchange, 1 per cent.

When it is necessary to refer the business to one of the commission merchant's agents, an additional charge of 1 per cent is made.

Minimum commission, $0.50 Colombian gold.

The commission due the commission merchant will be discounted from the value of the drafts sent the commission merchant; consequently when collection charges are for the account of the drawees they should be included in the amount of the draft.

For purchasing articles in Colombia or abroad from funds in hand, 5 per cent.

For selling goods in Colombia or abroad, 5 per cent.

For giving information, as exact as possible, on business people in the country, $5 Colombian gold.

For receiving passengers in Puerto Colombia, $5 Colombian gold.

REGULATIONS REGARDING EXECUTION OF DOCUMENTS.

Articles of incorporation and by-laws regulating acts of the corporation must be attested by a notary public or other officer having a seal and be filed with the minister of the interior in Colombia. These articles and by-laws must have the certificate of the notary attested by the secretary of state of the State granting the notary's commission; the Secretary of State of the United States must certify to the signature and seal of the secretary of state of the State; a Colombian diplomatic or consular officer must certify to the signature and seal of the Secretary of State of the United States; these documents must then be certified, translated, and protocolized by the minister of foreign relations and then filed with the minister of the interior in Colombia.

Titles to real estate require the presence before the Colombian notary of both the seller and the buyer, the latter having to accept

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the sale and sign the acceptance in the deed. Both may be present either in person or by attorney in fact with power attached.

Powers of attorney made in the United States for use in Colombia must be attested before a notary or other officer having a seal, his certificate and power being attested by the secretary of state of the State and this certificate attested by the Secretary of State of the United States. A Columbian diplomatic or consular officer must then attest the signature and seal of the United States Secretary of State, when the power of attorney must be sent to Bogota for translation and registration with the minister of foreign relations. Documents may be sent to the American legation for such registration.

The charges for such registration in the case of one power of attorney sent through the consulate at Barranquilla amounted to $22.80, as follows: Certification, $3; paper, $1.40; stamps, $6.40; official translation, $11; other charges, $1.

MISCELLANEOUS CONDITIONS AND REQUIREMENTS.

Postage to Colombia must be fully prepaid at the rate of 5 cents per half ounce for letters; the parcel-post rate is 12 cents per pound or fraction thereof, parcels not to exceed 2 feet in length, 4 feet in girth, or 11 pounds in weight.

The shipper must send commercial invoice in duplicate to consignee for clearance purposes.

Small unsalable samples up to 25 kilos (55.12 pounds) are free of duty. Passengers arriving in the country are allowed 150 kilos (330.6 pounds) of personal effects free of duty if brought as baggage. Commercial travelers must pay duty on samples of value, of which 75 per cent will be returned on reexportation. No general Government license fee is charged commercial travelers.[1]

Consular invoices should accompany all shipments of freight to Colombia; they should also accompany samples, even when brought as baggage. To avoid customs fines, commercial invoices should accompany all packages when sent by parcel post. Invoices must arrive in the hands of the consignee or his agent by the steamer bringing the freight, as the customhouse manifest must be presented 24 hours after the merchandise reaches the customhouse. If the merchandise is consigned subject to acceptance or payment of draft, the consignor can be protected only if consignment be made to the bank through which the draft is passed, with directions to indorse invoice to importer on compliance with instructions. Information concerning the financial standing of commercial houses may be obtained through the local banks. Correspondence should be in Spanish.

Customs duties are specific in Colombia and cover gross weights of packing and packages.

The standard of weights and measures is the metric.

Passengers embarking for Colombia must have passports viséed by Colombian consul at port of embarkation. All American travelers should obtain an American passport from the Department of State at Washington before leaving the United States.

[1] Some cities have a municipal tax, the traveler being required to obtain a license at the time of showing his samples.

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MARKETING OF FURNITURE.[1]

CONDITIONS AT PORTS.

The principal ports on the west coast of Colombia are Buenaventura and Tumaco. These cities have no modern docking facilities and all goods must be lightered ashore. On the Caribbean coast Santa Marta, Puerto Colombia, and Cartagena are the main ports of entry. The bay of Santa Marta offers a safe anchorage during the entire year. There are good docking facilities, with wharf accommodations for large steamers. One of the most important ports of Colombia is Puerta Colombia, which is at the mouth of the Magdalena River and connected by rail with Barranquilla, 18 miles distant. Here the ocean-going steamers may dock and discharge their cargoes directly onto a train, which transfers everything to the customhouse in Barranquilla. If goods are consigned to cities in the interior, they are taken from the customhouse to the river steamers in carts after passing the customs.

The port of Cartagena is on a beautiful bay, 15 miles in length and 6 in width. The entrance to it is through a narrow mouth and thence by a channel across the bay that has sufficient depth for ocean liners of 30,000 to 40,000 tons. This channel ends at a wharf of timber 500 feet long and 120 broad. Berthing at the wharf, the steamer anchors alongside a building containing the customs warehouses, into which goods are unloaded directly from the ships. After goods consigned to merchants in interior cities have passed through the customhouse they are loaded into freight cars and shipped to Calamar, where they are put aboard the river boat by means of a powerful crane, thus eliminating the rough handling that they would otherwise receive.

While the greatest part of Colombia's imports enter the country through Puerto Colombia, there are three very decided advantages in the Cartagena route that furniture manufacturers and exporters should note. First, the excessive handling required in transferring cargo from the ship onto railway trucks in order to take it to the customhouse, in the unloading at the customhouse, and in the reloading after examination, when goods enter by way of Puerto Colombia, does not occur at Cartagena, and this fact gives fragile cargo like furniture a very valuable safeguard against breakage or any other kind of damage caused by transshipment. Second, the use of carts, which is destructive to goods on account of the frequent carelessness of the cartmen, is also avoided. Third, the expense of $0.40 to $1 a ton that is charged for this service is eliminated. The above-mentioned advantages are of inestimable value, and should be taken into consideration when shipments are routed for the interior of Colombia.

INTERIOR TRANSPORTATION.

The lack of adequate interior transportation facilities is the primary reason for the excessive freight rates and the difficulties that stand in the way of increased trade with Colombia. Railway building in that country has made very little progress, and the roads now

[1] From "Colombian Markets for American Furniture," by Harold E. Everley, Special Agents Series No. 162, Bureau of Foreign and Domestic Commerce.

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in use are only short lines—most of them supplementary to the r transportation, which at times is very uncertain and subject to m delays. Traffic is forced to go by way of Puerto Colombia or Ca gena and to make connections by rail with the river boats, whic stern-wheelers of 150 to 400 tons. The river does not offer thro navigation, being obstructed by rapids around which freight m be sent by rail from La Dorada to Beltran. Here goods must a be transferred back to the "upper river" boats and taken to Girar From Girardot to Bogota they are sent by rail over two roads ow by separate companies. The two railroads are of different ga necessitating another transfer of goods bound for Bogota. It ta passengers from 11 to 14 days, according to the height of the r to make the trip from Barranquilla or Cartagena to the capital o of Colombia. Freight requires almost twice as much time, and f the port of entry to Bogota goods are subjected to six or more tra shipments and delays, usually involving exposure to the tropical s and rains without sufficient protection. Naturally, the freight r are high.

In the following statement will be found the freight and oth charges for 1 metric ton (2,205 pounds) of furniture from Puer Colombia or Cartagena to Bogota. In case the freight does n weigh a ton, charges are made by the cubic contents of the pac ages, 2 cubic meters (approximately 69 cubic feet) equaling a t by measurement.

Via Puerto Colombia:	
Railway freight, Puerto Colombia to Barranquilla, per ton	$3.6
Plus 3 per cent	.1
Cartage in Barranquilla, customhouse to river port	.6
Loading and unloading	.3
River freight, Barranquilla to La Dorada, $14 less 10 per cent discount ($1.40)	12.6
Government river tax	1.4
Total Puerto Colombia to La Dorada, per ton	21.2
Freight from La Dorada to Bogata by rail, per ton	33.6
Municipal tax	1.4
Total, La Dorada to Bogata	35.0
Charges from Puerto Colombia to La Dorada	21.2
Total charges from Puerto Colombia to Bogota per ton	56.2
Via Cartagena:	
Railway freight from the docks to Calamar, per ton	3.0
River freight from Calamar to La Dorada, $12.75 less 10 per cent discount ($1.27)	11.4
Loading and unloading	.4
Government river tax	1.4
Total charges from Cartagena to Calamar, per ton	21.2
Freight from Calamar to Bogota, per ton	33.6
Municipal tax	1.4
Total charges from Calamar to Bogota, per ton	35.0
Charges from Cartagena to Calamar	21.2
Total charges from Cartagena to Bogota, per ton	56.2

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When goods are shipped to Medellin they are unloaded at Puerto Berrio, six days' journey up the river from Puerto Colombia or Cartagena and two days' journey from Medellin by rail, carriage, and mule back. On this trip cargoes are subjected to severe handling and must be well packed to withstand the trip. The following charges per ton are made for freight from the port to Medellin. The transportation company reserves the right to charge either by measurement or by weight.

Via Puerto Colombia:	
Railway freight and other charges from Puerto Colombia to Puerto Berrio	$20.19
Railway freight, Puerto Berrio to Cisneros	10.90
Road freight, Cisneros to Botero (average)	16.00
Railway freight, Botero to Medellin	4.80
Cartage in Medellin	.80
Municipal tax in Medellin	12.00
Commission agents' fees at Puerto Berrio, Cisneros, Botero, and Medellin	2.00
Total charges from Puerto Colombia to Medellin, per ton	66.69
Via Cartagena:	
Freight and other charges from Cartagena to Puerto Berrio	19.93
Freight and other charges from Puerto Berrio to Medellin	46.50
Total charges for freight from Cartagena to Medellin, per ton	66.43

Freight for the city of Bucaramanga, the capital of the Department of Santander, is unloaded at Bodega Central, four days from the coast by river steamer. The trip from Bodega Central to Bucaramanga is made in six days by a small steamer, canoe, and then mule back. No rate to Bucaramanga could be obtained, but it is fair to assume that it is approximately as high as to the other inland cities.

The existence of these transportation difficulties presents many discouraging features as regards the Colombian market for furniture. The average manufacturer of the United States, who is accustomed to highly developed transportation facilities, fails to realize the serious nature of the obstacles that he will encounter in entering this market.

PACKING FOR SHIPMENT.

There are many points to bear in mind when packing for export, especially for Colombia. Unless the manufacturer or exporter knows where his goods are going and the treatment they will receive, he will not be likely to pack them properly. Thus the first, and a very important, point in packing furniture for Colombia is a knowledge of its destination. Furniture for the interior cities will be subjected to very rough handling before it reaches the customer. The men in charge of shipping departments of American furniture factories apparently lose sight of the fact that goods going to the interior of Colombia will be transported not only by train and steamboat but also upon the backs of mules, oxen, and even men. Such means of transportation necessarily determine the kind of packing required to insure the safe arrival of merchandise.

The chief competitors of the United States in the furniture market of Colombia have succeeded so well because they were able to ship furniture knocked down. This is a very important consideration for

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American firms to keep in mind when they think of entering these markets. The popularity of European furniture is largely due to the fact that manufacturers have developed a type that can be cheaply and conveniently shipped and at the same time meet the needs of their customers.

As the duty on furniture is charged by gross weight, including the case, it is necessary that the packing be as light as possible, consistent with safe and easy handling. The general complaint of the Colombian merchant is that Americans do not show good judgment in regard to the weight and size of the boxes they use. In some cases goods are packed in boxes that are entirely too light and flimsy to withstand the voyage, while in others the containers are entirely too big and heavy for their purpose.

Not only is it necessary for the exporter to consider the weight of the material he uses in packing, but he should remember that the means of transportation to some of the interior cities of Colombia determine largely the size of boxes or packages that he can advantageously use, since all goods shipped to Bucaramanga, Manizales, and Medellin must be carried part of the way on mule back. As a mule is seldom loaded with more than 150 kilos (330 pounds), equally divided on the two sides of the animal, it is necessary to ship furniture knocked down and packed in boxes of a size and weight convenient for handling. Great care must be exercised to make these boxes adsolutely moisture-proof, for many times they are exposed to heavy tropical rains for hours.

PACKING FOR TARIFF CLASSIFICATION.

All merchandise entering Colombia must be examined at the customhouse at the port of entry. To facilitate this inspection packing should be so done that all articles paying the same rate of duty will be found together. This not only obviates the possibility of heavier duty if the goods are not correctly classified but also hastens the dispatch of the goods. If goods are not found as declared in the consular invoice, it is necessary to open all the boxes in the entire shipment, thus causing annoying complications and loss of time For goods going to the interior this is especially detrimental, as it is very seldom that care is used in repacking the cases after examination.

American manufacturers are prone to disregard the advice of Colombian merchants in reference to methods of packing. Since the cutsomer is obviously better acquainted with the transportation facilities of his own country than is the manufacturer in America, it is always wise to follow the instructions that usually accompany an order. If directions are given limiting the size and weight of packages, the shipper should obey them or refuse the order. In presenting his requests the buyer is influenced by tariffs as well as docking and transportation facilities, and the exporter's complying with them may mean time and money to the importer and future orders for the manufacturer.

TYPES OF PACKING CASES.

Furniture that is sold to merchants in the cities on the coast, where it receives very little handling after leaving the boat, may be packed in [illegible]es, the frames of which may be made of seven-eighths-

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inch material. In order to reduce the weight, however, the panels of the box should be only three-eighths to one-half inch thick. Panels over 2 feet in length or width should be reinforced by strips in order to keep them from being crushed in. In many places thin iron bands may be used with good results, but great care should be exercised to avoid large, heavy nails and other fastenings when they are not necessary. Often strong crates may be used to advantage in packing some pieces of furniture for shipment to coast cities, but this kind of packing should not generally be employed. Furniture that can be shipped in crates should be padded with excelsior and wrapped with light, moisture-proof paper and burlap.

To eliminate excessive weight, chairs may be knocked down and like parts packed together in bundles, well wrapped with straw and impervious paper. The bundle should be pressed and bound to secure all parts and the whole sewed up in burlap, around which should be placed light steel bands or other strong fasteners. This method has been successfully used by foreign competitors and should be immediately adopted by American exporters. Not only does this method effect a saving on freight rates but it greatly reduces the amount of duty charged on the chairs.

The boxes for furniture going to interior cities should be made as light as possible, yet such as to protect the contents thoroughly. The frame should be at least seven-eighths inch, with panels built up of tongued and grooved lumber not less than one-half inch thick. These boxes must be strong enough to withstand rough handling and yet not be excessively heavy. Also, it must be remembered that ship freight is charged according to the cubic space occupied; therefore all shipments should be as compact as possible.

MARKING OF CASES.

American furniture manufacturers and exporters should bear in mind that stevedores, freight handlers, and packmen in Colombia are not conversant with the English language and that the marking of boxes with "Handle with care" and "Glass" does not convey any meaning to them. The use of the Spanish words "Con cuidado" and "Vidrio," having the same meaning, is better, but does not always result in the cases being carefully handled. Many of the freight movers are illiterate, and in order to meet this deficiency some of our European competitors use signs, such as pictures of large bottles or wine glasses stenciled on the boxes in red or black paint. In this way the manufacturer may convey the thought of care to the men who can not read.

The marking of the box to indicate its number and weight should be carefully done. Failure in this respect is at present a cause of frequent complaint by firms dealing with American manufacturers and exporters. The gross weight should always appear upon the box in a prominent place. Care should be taken that this amount is correct and written in kilos, not in English pounds. Where there are several boxes of merchandise in a shipment they should be numbered so as to agree with the numbers contained in the invoice. Cases without numbers or with numbers not corresponding to the descriptions given in the invoice cause much delay and a heavy fine

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for the importer. All directions, numbers, and weights should b stenciled or brushed on with waterproof ink in letters at least inches high. It is always best to place the markings on one end an one side of the box in protected places, such as the panels.

CUSTOMS CHARGES AND ADMINISTRATION.

Before shipping furniture to Colombia, exporters should familiar ize themselves with the customs regulations governing its importa tion. For instance, wardrobes should never be packed with thei mirrors fitted in place. The duty charged on such furniture is 4 cents per kilo (2.2046 pounds), plus surtaxes of 7 per cent of th duty. If the mirrors are shipped in a separate package they wil pay duty at 35 cents per kilo on their gross weight, while the rat charged on the wardrobe will be only 20 cents per kilo. Chair upholstered in silk or leather will pay $1 a kilo on the gross weigh of the shipment. If the silk and leather coverings are shipped i a separate package, the duty on the chairs is only 20 to 30 cents pe kilo. A similar condition prevails with respect to reed and rattan furniture. So far as possible, all upholstering should be packed an declared separately from the furniture on which it is to be used Great care should be taken that even the smallest articles of on classification are not packed with those of another without bein separately listed. The necessity of this is illustrated by the follow ing incident. A certain piano dealer of Barranquilla received a ship ment of several instruments. During the examination by the cus toms officials it was discovered that the keyboard of each piano had been covered with a silk scarf, a compliment from the manufacture The rate of duty charged on pianos is $0.07 per kilo, but silk scarf pay the rate of $3 per kilo. The unfortunate dealer was obliged t pay the regular duty on the gross weight of the shipment plus a fine equal to double the difference of the duties resulting from th higher classification of the scarfs.

The following statement shows the method of classifying furniture and the duties charged per pound:

Furniture fitted with mirrors and marble tops, but not upholstered	$0.19
Furniture of fine woods or inlaid with rosewood, mahogany or walnut; also furniture of ordinary woods, veneered but not upholstered	.14
Furniture upholstered with silk or leather	.48
Furniture made of steel or iron (this includes steel office furniture)	.08
Steel furniture fitted with mirrors or marble	.16
Ordinary cheap wooden furniture, such as chairs, tables, etc.; cheap office furniture	.09
Furniture upholstered in hair, linen, or like materials	.19
Furniture made of bronze or brass	.12
Furniture made of reed, rattan, or like materials	.09

The duties on advertising material are:

Catalogues	Free.
Advertisements on paper or cardboard of any quality, with or without cuts	$0.010
Commercial novelties made of iron finished in enamel	.09
Commercial novelties made of bronze or brass	.24
Commercial novelties made of aluminum	.38

It is important that the correct weight of every case or box appear in the manifests. If the weight declared varies much from the ght, whether it be more or less, the customer is fined 20

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er cent of the duty on the difference. It is also important that the anifests and consular invoices be mailed to the customer on the ame ship that carries the merchandise, as the importer is subject a fine of 10 per cent of the duties imposed if he does not present e manifests within 72 hours after the arrival of the goods.

PREPARATION OF INVOICES.

Accuracy and care in preparing invoices will result not only in cilitating the clearance of a shipment but in a positive develop-ent of trade. Our European competitors realize this and place eat stress upon the proper execution of all rules relative thereto. voices should be made out in both the English and Spanish lan-uages. This entails but little additional labor on the part of the porter and enables the shipments to be handled more easily and pidly. Every effort should be made to supply all possible infor-ation to insure the proper clearance of merchandise through the stomhouse and the payment of the lowest rates of duty. The atin-American merchant prefers to do business with a concern that careful, attentive to details, and watchful of his interests. If in-oices are prepared with care and made understandable with accurate escriptions of merchandise in Spanish, it will be found that the ttle extra time given to the work will be well spent.

CREDITS AND COLLECTIONS.

In Colombia business is essentially on a credit basis. Dealers in e smaller towns open current accounts with houses in the cities. o the dealer who trades outside of the country, long credits are lmost a necessity. The importer is generally required to order a rger amount of supplies than can be immediately used, and because e tariff and freight charges amount to 50 to 70 per cent of the alue of the goods, the outlay of money when the goods are received often very large.

European merchants allow their customers from 3 to 12 months which to pay. It is a common practice to grant 6 months without terest and an extension of several months with a low rate of in-rest. Since the local banks charge 18 to 24 per cent per annum as terest on loans, it may be readily seen that the long-time credits iven by the European houses constitute one of their principal assets retaining Colombian trade.

American manufacturers in general have not been willing to give ng periods of credits, owing partly to a smaller interest in the mar-et but mainly to the lack of facilities for collecting accounts and nancing shipments. The Europeans have men of their own na-onality on the ground to arrange matters and attend to collections s well as to increase trade by granting accommodations which, be-ause of their intimate knowledge of the commercial situation, they now are safe.

For the exporter who maintains a permanent agency in Colombia rom year to year and has means of knowing the varying phases f the economic situation and the character and standing of commer-ial firms to which he sells, the granting of credits is not a difficult roblem, but to the manufacturer who is just entering the field or

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is carrying on business through salesmen or correspondence it is a matter that requires serious consideration.

As the Colombian customs laws authorize the clearance of merchandise from the customhouse on presentation of the certified consular invoice, and do not require the presentation of the bills of lading for this purpose, the exporter should in every case send the bank or importer's agent the draft of acceptance, with the bills of lading and certified consular invoices attached. The house on which the draft is drawn must then accept or pay the draft in accordance with its contract with the exporter or the papers for clearance of the merchandise through the customhouse will not be released. This does not afford complete protection, however, as it is possible for the importer to secure a duplicate copy of the consular invoice at slight expense. Credit for future business is seriously injured by failure to accept or pay such a draft. In case the importer is located in one of the inland cities, the draft and other necessary documents should be sent to his forwarding agent at the port of entry and not to his city bank. This will eliminate long delays and the heavy fines that the importer would otherwise have to pay because his goods were not cleared through the customhouse within the time fixed by law.

ESTABLISHED CONDITIONS ENTRENCH THE MIDDLEMAN IN CHINESE MARKETS.

TRADE METHODS IN MARKETING COTTON GOODS.[1]

SALES THROUGH COMPRADORS.

The cotton piece-goods trade in China is in the hands of English, German, Japanese, and American importing firms that are frequently branches of exporting houses in the home country or that have their own correspondents or agents in the places where purchases are made. Business is conducted on a commission basis or on outright purchases. In recent years a growing tendency is manifest on the part of the houses engaged in the trade to send orders to the manufacturers or exporters for Chinese clients instead of on their own account.

No direct trade exists between the large Chinese dealers and manufacturers or exporters in foreign countries, and the sale and distribution of goods by importers in China is conducted through native "compradors." In the early days of Chinese trade the foreign merchant had not the means of judging the buying capacity or financial standing of the native dealers, and he had to employ Chinese, who took the responsibility of guaranteeing and enforcing payment from the Chinese buyers and enforcing delivery of goods on contracts for the sale of native produce to the foreigner or acceptance of goods purchased by the Chinese. For his services he was paid a fixed salary and was under bond or guaranty for the faithful performance of his duties and for the money which he handled. With the growth of trade the importance and influence of the comprador has increased, until to-day he occupies a unique and powerful position in the commercial life of China. Sometimes he is a partner

[1] "...on Goods in China," by Ralph M. Odell, Special Agents Series No. 107, ...n and Domestic Commerce.

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he firm and sometimes he buys goods on his own account. He has own organization, which often extends to distant cities and ding centers. In addition to his salary, he frequently receives a mission of not more than one-half of 1 per cent on all goods pur- sed or sold for the firm which employs him. He engages and ys the Chinese staff and handles the native customers, who seldom ve direct dealings with the foreign members of the firm. He keeps close touch with market conditions and is able to determine what ods can be sold, while his knowledge of the financial standing native dealers enables him to protect the foreign firm from loss.

ABUSES OF COMPRADOR SYSTEM—"SQUEEZE," OR GRAFT.

The system is not without its abuses and drawbacks. Sometimes o much dependence is placed in the comprador, and the foreign m is in ignorance of actual conditions in trading circles. It is so claimed that the comprador takes too much "squeeze," both om his employers and from the dealers for whom he acts as a iddleman, and that he demands payment from the native staff for nploying them, and then retains a part of their wages as his com- ission. But the foreign firm is usually cognizant of this practice nd counts it a part of the expense of employing the comprador.

Graft, or "squeeze," is a recognized institution in Chinese private nd business life, and it is so deeply ingrained in the native mind hat foreigners must accept it as a part of the expense of transacting usiness. The usefulness of the comprador and his value as an ntermediary between the foreign firm and the native dealer far out- veigh any disadvantages inherent in the system, and the compra- lors, with their keen business ability and knowledge of the country nd its people, have been an important factor in the development of trade in China.

The outsider is struck with the fact that the compradors possess a vast store of information, not only with regard to business in their own country, but conditions in the United States and England. They follow the American cotton market closely; they watch the course of exchange, because China's currency is on a silver basis; and they study world-wide commercial and political conditions, because all these matters have a direct or indirect bearing on the market in China. They know the requirements and the relative importance of the principal consuming districts in China and the exact kinds of goods which each district uses. It is doubtful if there exists in any other country in the world such an excellent system for the dissemi- nation of information and for the distribution of imports or the collection of goods for export as China has in the institution of the compradors. The importers claim, however, that the compradors in recent year are less conservative and more inclined to indulge in speculation than formerly, and it is no longer the rule for them to guarantee the foreign firm against loss.

ENGLISH SELLING METHODS.

Because the United Kingdom supplies such a large part of the cotton goods consumed in China, a study of English selling methods should be of interest to American manufacturers. In the first place,

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it should be stated that, with one or two rare exceptions, no English manufacturers have their own direct agents in China. The greater part of the business in English piece goods is carried on by large exporting firms having their home offices in London or Manchester and branches in Shanghai, Hongkong, Hankow, Tientsin, and other important trading centers; again, the importing firm in China may have a buying agent or correspondent in England through whom all purchases are made. In either case the exporter or the maufacturer sends out traveling men once or twice a year to canvas the market and increase the sale of goods. For making purchases the buying agent in England usually charges the firm in China 1 per cent on gray and white goods and 1½ per cent for colored goods. If the importer is working on a strict commission basis he usually charges the dealer 2 to 2½ per cent commission, but very frequently the importer buys the goods outright and sells them at a price that will yield him a profit.

METHOD OF MAKING PAYMENT.

When the buying agent or shipper in England makes a shipment he draws on the consignee in China at four months from the receipt of the shipping documents with interest at the rate of 6 per cent per annum. The importer, if he has purchased the goods on order for a Chinese customer, looks to the latter for payment, and the purchaser is required to pay for each bale of goods as he takes delivery from the importer. If the order is for 100 bales, 25 monthly, the goods may arrive in one or two shipments and be stored in the warehouse, or godown, of the importer. Then as the delivery dates fall due the Chinese dealer must take the goods at the price, "ex godown," agreed upon, plus the commission, until the entire shipment has been delivered and the final payment made.

In making payment for goods as delivered, the Chinese dealer generally gives to the importer a native bank order which is payable in 5 days in Shanghai and in 3 days, 10 days, or 2 weeks in some other cities. This bank order is practically a draft on the native bank. The importer turns it over to the foreign bank which holds his draft and the proceeds are credited to his account. This is the accepted method of carrying out transaction in the purchase and sale of cotton goods, and in the main the same method is used between the Shanghai dealer and the interior merchant to whom he sells. In practice, however, there is no strict adherence to the rule, and it is frequently modified by mutual agreement when the native buyer has a good credit rating or, by necessity, when he is unable to take delivery of the goods.

CHINESE TRADE ON A CASH BASIS.

It is a somewhat surprising fact that trade in China is possibly more firmly established on a cash basis than in any other country in the world. Credit in the modern sense does not exist, and practically all transactions are on the basis of payment on delivery. The following comments on this subject by Mr. S. R. Wagel in his recently published book, "Finance in China," are interesting:

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It is certainly surprising that the commerce of China should have developed in respect of credit on lines almost entirely different to those of other countries. It is mainly due to the fact that the methods of government have remained practically what they were centuries ago; that it was found impossible to extend credit in respect of trade. In European countries, or others that have come under the influence of European methods and laws, it is always easy to get hold of a defaulting debtor or a person that breaks his contract. There were regular processes of law by which the aggrieved party could secure satisfaction. Besides, it is an acknowledged fact that credit has expanded with the increase of communications, which have lessened the chances of the parties to a contract defeating the ends of justice. In this country, however, even to-day the means of communications are very meager, in spite of the large increase in the mileage of railways. Beyond the treaty ports justice has been at the will and pleasure of the local official; and it is certainly too great a risk to the foreigner to extend credit on the basis of the existing means of communication and the methods of legal procedure in the country. Consequently, all business has had to be done on the basis of payment on delivery. Moreover, there was no obligation on the part of the foreigner to extend credit, especially in view of the fact that it was almost next to impossible to get Chinese produce on credit from Chinese sellers. It is no doubt partly due to the want of credit that the total commerce of the country has not developed to the extent to which it would otherwise have—although there have been other contributory causes to restrict the volume of foreign trade.

Although there is no credit as understood in European countries, there are, however, certain facilities which may more or less be classed under the category of credit. It is impossible to conduct any business without trust, and the very fact that the foreigner is willing to take the orders of Chinese and take the risk of ordering goods from the manufacturer shows that there is, however, a certain element of trust in China trade. If the Chinese dealer or the broker who deals with the foreigner direct should take it upon himself to repudiate a contract, as has been done on a few occasions, the foreigner has very little chance of enforcing the contract. Still, except under the stress of exceptional circumstances, it has been the general practice that the Chinese dealer fulfills his engagements, even though he has to do it at a great loss to himself. In the same manner the dealer in the outports, or the real merchant, fulfills his obligations to the dealer in the ports, as a rule, without any difficulty whatsoever. The only respite that either the dealer in the ports or the merchant in the outports obtains is through the system of the native orders. By means of these native orders he gets a delay of 5 or 10 days, as the case may be—the time that it is supposed to take for the dispatch of money from the interior parts to the ports. The expansion of trade has naturally led to a large increase in the number of native orders, and, although there is absolutely no credit as between the dealer and the merchant, the merchant nevertheless establishes a certain system of credit with the banks. The banks do not always issue orders after receiving the amount for which they give the orders. The merchant or the dealer has special arrangements with the native banks, and in a large majority of cases the native banks issue large overdrafts to merchants and dealers. Whatever arrangements may be come to between the bank on the one hand and the merchant on the other, there is no doubt that, as a rule, where the integrity and the standing of a merchant are held to be sufficiently good the banks give sometimes credit for as long a period as six months. The granting of such credit by the native banks has a very important bearing on the several crises that occurred during the closing year of the Manchu régime. The credit offered and practicable in the trade, however, has not at all been commensurate to the volume of it.

CONSIGNMENT SHIPMENTS.

An important feature of English trade is the practice of the manufacturers or shippers in Manchester who desire to introduce their lines on the market here in consigning shipments to a reliable firm of importers with the understanding that if the cloth or the brand becomes popular the firm may have the exclusive right of sale of the goods. Special inducement, such as furnishing pieces

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one-half yard longer than the nominal length, putting an extra 5-yard piece of cloth in every case or bale, or furnishing a small gift, such as a watch or other piece of jewelry, are sometimes offered in order to establish the line on the market. One English manufacturer who furnished an extra 5-yard piece of cloth in every case soon found that his chop had become very popular, and his business has continued to grow. These methods appeal very strongly to the Chinese, among whom the custom of receiving a "squeeze" on every transaction is as prevalent as ancestor worship. Usually the retail shops divide the proceeds of the sale of extra yardage among the clerks at the end of the year. The Japanese, it is claimed, often put up their sheetings in 41-yard lengths instead of the nominal length of 40 yards. These goods are nearly all dyed by the natives, but it is only natural that the buyer should favor the chop or brand of goods which carries the extra yard.

AMERICANS SLOW TO ADOPT ENGLISH METHODS.

All these practices and many others are indulged in by both English and Japanese manufacturers in their efforts to secure trade. American manufacturers have never adopted them, nor have they been inclined to ship goods on consignment. Unquestionably there is a certain amount of risk involved in consigning goods, and not infrequently the interests of the mill are not properly safeguarded. But it must always be borne in mind that competition to secure a share of the enormous cotton-goods trade of China is at all times very keen and severe. The importing firms which have a high standing and excellent facilities for selling goods are offered every inducement to handle new lines of cloth or new chops on goods similar to those sold on the market. Strong, long-established houses in China have their own connections with manufacturers or exporters in the producing countries, and they have no special interest in taking up new brands or chops. They take the attitude that the initiative must come from the manufacturer, and that if he is keen to enter the trade he must make it profitable to the importer to handle his goods.

One of the prominent importers showed from his records of the results obtained from consignment shipments that in practically every case the business, starting with lots of 10 to 20 bales at the time, had steadily increased as the brand became known on the market until 50-bale and 100-bale lots were the rule. If due care be exercised in selecting a firm to handle the trade, and suitable goods under an attractive brand or chop are furnished, there is every reason to believe that American manufacturers could adopt this method to advantage.

JAPANESE METHODS.

The Japanese made a thorough study of the field and they have concentrated their efforts on the sale of gray sheetings and drills, nankeen, which is an imitation of the narrow gray and colored cloth woven on hand looms in China, and, more recently, Canton flannels, jeans, and Turkey-red shirtings.

The most important factor in the development of Japanese trade has been the large and important firm of Mitsui Bussan Kaisha. maintains branches or agents in practically every treaty port in

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country, is extremely progressive, and has a good reputation ong the Chinese. It owns a large interest in several of the princi- Japanese cotton mills and sells the products of numerous others. it has practically unlimited credit, purchases many of China's ducts, particularly silk, beans, and cotton, and owns or controls eral steamship lines, it has excellent facilities for selling and dis- uting cotton goods. This firm, like other Japanese firms han- g cloth and yarn, has, in many instances, cut out one or two of middlemen between the manufacturer and the consumer and inated transshipment and other charges which English and erican goods must bear.

Japanese firms do not sell direct to the consumer, but their agents all the chief trading centers watch the market and its require- nts, maintain stocks of goods for immediate delivery, and offer ry possible inducement to the leading Chinese wholesale dealers handle Japanese goods. These inducements sometimes take the m of extending credit, and sometimes of an agreement to take tive produce, such as beans, in exchange for cotton goods. They ote all prices ex godown at Mukden, Newchwang, Harbin, Tientsin, other cities in which the sale is made, eliminating all questions of ights, duties, commissions, exchange, etc. In fact, as a representa- e of an American cotton-goods firm, who spent some time in Man- uria expressed it, the Japanese have practically reduced their ece-goods business to the basis of buying groceries at home at the rner store with a charge account to the good customer. This ethod appeals very strongly to the Chinese. Not infrequently hinese dealers purchase goods on 30, 60, or 90 days' credit, make quick sale for cash, and use the proceeds to speculate in exchange, to lend at a high rate of interest, thus using their credit to make a rnover for themselves.

JAPAN'S SPECIAL ADVANTAGES.

Undoubtedly the Japanese have certain special advantages in Manchuria. They secure reduced rates on railways and steamship lines running from Japan on shipments in quantity under general provisions that practically only Japanese avail themselves of; they virtually control the banking, railway, and postal facilities; and they have a large population of Japanese in the country through whom they can distribute their goods. It is also claimed that their goods escape local Chinese taxes because they are shipped to the railway areas or concessions of the Japanese South Manchuria Railway. When leaving these areas for the interior the goods become subject to Chinese taxes, but the Chinese are adepts at evading taxation and undoubtedly many of the Japanese goods sold in the railway concessions are not taxed.

Since June, 1913, all goods entering China via Antung, the border town between Manchuria and the Japanese possession, Chosen, are entitled to a one-third reduction in the customs tariff. This reduction applies to the goods of all nations, but the Japanese alone appear to have taken advantage of it, owing to the fact that English and American cotton goods for Manchuria are handled through Shanghai and Tientsin, from which ports the easiest and cheapest

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route to Manchuria is via Newchwang or Dalny; to ship via Japan or Chosen and thence by rail via Antung would doubtless cost, in additional freight and transshipment charges, so much as to offset the advantages to be gained from the reduction in duty.

Unquestionably the systematic and aggressive methods employed by the Japanese, combined with the natural advantages which they enjoy with regard to the market, have exercised a strong influence in the phenomenal growth of their trade; but of equal importance is the fact that they have succeeded in producing goods suitable to the requirements of the Chinese at a lower cost f. o. b. the mill than their competitors. They also cater especially to the Chinese market and regulate their prices not always according to the actual cost of goods but according to market conditions. When prices are high and goods are not moving freely they will quote a little under the market to get business and keep their machinery going. China, with its enormous capacity for consuming cotton goods, is a market in itself, subject to its own conditions and peculiarities, and the Japanese have been quick to realize this and to adjust their methods to suit it.

The Japanese naturally look upon China as their own peculiar field for commercial expansion, and they are going after the trade with all the energy and persistence of which they are capable.

FRANK STATEMENT OF POLICY BY A JAPANESE.

The Japanese point of view with regard to China has been very frankly and concisely expressed in the following statement of Baron Makino, former Minister of Agriculture and Commerce:

China has people, and population is what makes trade. No other country in the world offers so vast a field for trade. With the growth of education and the development of material progress, possibilities of commercial enterprise in China are simply unlimited. The anxiety of the powers to enter into more and more intimate commercial and political relations with China can not but excite intense interest in Japan; for China is our nearest neighbor, our best customer; and our commercial and political relations with that country are superior to those of any other nation. It is therefore a matter of infinite importance what course China takes in dealing with the numerous applicants for her patronage at this or any other time.

It is true that Japan enjoys a profitable trade with many countries of the West. Our exports to America are of increasing volume and value, while the various nations of Europe welcome what we can supply. But this occidental trade at its best is difficult for us to handle with any satisfactory degree of achievement, for it is always more difficult to deal with highly developed commercial nations than with those less advanced in modern progress. Trade with peoples of lower social standards is always more easy and profitable. There was a time when Japan hoped to find her chief field of commercial enterprise in the West; but to-day the mind of Japan is all toward China as the commercial hope of our future to say anything of our geographical and racial advantages with that country.

It is our ambition to be to the East what Great Britain is to the West. We have left no means untried in making a thorough investigation of the present conditions in China, so as to arrive at as accurate an estimate as possible of what is to be expected in the commercial relations of that country with Japan in the near future. The data obtained are vast and will require a great deal of consideration. * * * Another matter of no small importance is as to how our trade with China may best be promoted and carried on. Hitherto we have done a good deal of it through strangers; that is, through "baiben," or middlemen; but, as everyone knows, the more hands a transaction has to go through the more complicated and expensive does it become, and the better way is to make it as simple a matter as possible. This simplification of commercial

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transactions we have been calling "direct trade," though it is nothing more or less than the proper way to trade. In the matter of direct trade with China the merchants of Japan enjoy a considerable advantage, as they are more familiar with the language and customs of China than their foreign contemporaries. * * * We think we know a good deal about commercial conditions in China, because we know a little more than the merchants of the West; but we really know nothing as we ought to know; and I would advise all those who hope to share in trade with China to make careful and constant investigation into the conditions prevailing there; for I am sure there is much yet to be learned if our trade with China is to achieve its best. Instead of our business men staying home and waiting for orders let them go or send representatives into Central China, and they will find a more remunerative field of demand and consumption than they ever dreamed of reclining in their offices at home. * * * Now is the time to explore China commercially, and any demand we create now for useful articles will in all likelihood become permanent. It is not too much to say that a great part of our hope for future financial rehabilitation in Japan depends upon how we can further develop trade with China. In this matter we can not afford to be beaten by our foreign competitors, for the very welfare of the nation depends upon it. I would have all Japanese regard it as the foundation of our national prosperity. Should we lose China as a customer it would mean the ruin of our commercial prospects.

CHINA AN OPEN FIELD, EXCEPT IN THE SOUTH.

Up to the present time the Japanese have attained their greatest measure of success in selling cotton cloth in Manchuria and North China, and several prominent business men in interviews expressed the view that it will be practically impossible for American or English cotton manufacturers to combat the Japanese in Manchuria or attempt to offer equal facilities in the sale of their goods, because the cost would be far too great to make it profitable. According to some of the best-informed men in China, Japan is in a fair way to secure commercial supremacy in Manchuria and the field for the sale of cotton goods in that market is gradually being closed to other countries. This rather pessimistic view of the situation is not shared by all, but it is certainly the prevailing opinion among many of the cotton-goods importers and dealers with whom I have discussed the matter.

As regards Central and South China, the Japanese have not been nearly so successful in the cotton piece-goods trade as in North China and Manchuria, not only because the demand for the principal goods which the Japanese mills make, viz, sheetings and drills, is not so great in those sections, but because the advantages which obtain in Manchuria, proximity to the market, control of the railways, the presence of a large Japanese population, and political influence, are lacking. While, therefore, the Japanese may be expected to dominate the cotton-goods trade in Manchuria, the market in South, Central, and, to some extent, North China, as viewed from the present outlook, may be regarded as an open field for the development of the trade of all nations.

AMERICAN TRADE METHODS.

American cotton goods reach China through export houses in New York with branches in China. Most of these are American firms, but a few large English firms and one Japanese firm with New York offices handle some of the business. The number of firms engaged in the trade is not nearly so large as formerly, owing to the

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rapid decline in the sales of American cotton goods and the losses that many of the firms suffered following the boom days of 1905 and 1906, during and immediately after the Russo-Japanese War.

The export houses in New York purchase goods from the agents of the mills, and in two important particulars the methods employed are radically different from the methods used by the English. In the first place, the goods are usually sold under the mill brand and not the brand of the importer, as in the case of English goods. Secondly, except in a few rare instances, no one export house has exclusive control of a mill brand in the China market.

SELLING UNDER THE MILL BRAND—ITS ADVANTAGES.

It is not to be doubted that the American methods have their advantages. If the mill brand is used and it becomes firmly established on the market, the mill secures the benefit of the increased demand. If the importer has his own brand put on the goods the mill loses its identity, and it is always possible in standard cloths, such as sheetings and drills, for the importer to secure his supply of goods from another source if any differences regarding price, quality, shipments, etc., arise with the original mill. This works a hardship on the mill which may have made special preparations for producing the particular kinds of goods in demand.

American manufacturers have also generally refused to confine a certain brand to one importer, preferring rather to sell to any firm that desired to buy. While the practice of giving exclusive control of a brand to one firm may be subject to some abuse and may restrict trade, it is undoubtedly a farsighted and commendable policy if due care be taken in the selection of the firm and proper support and cooperation be given to it. By far the greater part of English trade has been built up along these two lines, the importer using his own brand and having the exclusive right to the sale of goods under it. This gives him an incentive to build up a trade, because, once a demand for the goods is established, he is sure of a profitable return for his efforts and expense in introducing them. The importer who handles American goods, on the other hand, is on the same basis as many of his competitors who have an equal opportunity to buy the same goods under the same brand.

DISADVANTAGES OF THE AMERICAN PLAN.

From the importer's standpoint there are two great disadvantages in this system. In the first place, if an importer selects a certain brand of American cloth and succeeds, after considerable work and expense, in establishing it in the market, he soon finds that competing firms can purchase the identical goods and secure some of the benefits which he has made possible in making the cloth popular in the market. In the second place, this practice, in the opinion of many, often results in that great demoralizing and depressing influence in the Chinese cotton-goods trade, the overflooding of the market. A brand of American sheetings may, through the aggressive efforts of an importer, become well established on the market and be in good demand; other firms with New York branches or connections, hoping to profit by the popularity of the brand, may order on

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their own account a quantity of the same goods, taking advantage of the mill agent's policy of selling to all who want to buy. The immediate result is that the market becomes overstocked; dealers are induced to load themselves up with more goods than they require, competition reduces prices to such a low level that there is no profit in handling the goods, and the importers become disgusted with the whole business and turn to other lines.

The competition of cheap Japanese sheetings and drills has been a strong factor in the decline of the American cotton-goods trade in China, and its importance should not be overlooked; but the disappearance of many brands of American cloths which formerly had a good sale in the market has been hastened, in the opinion of practically every importer whom I interviewed, by the failure of American manufacturers to properly conserve their interests and confine the sale of certain brands to a single firm.

SHIPMENTS THROUGH SHANGHAI.

Practically all the American goods exported to China are first shipped to Shanghai and then distributed through Chinese dealers in the north and Manchuria, the principal markets in which they are sold. At times when the demand has been unusually good, shipments have been made direct to Tientsin and Manchuria, but this is the exception and not the rule. The relative merits of more direct trading with Manchuria and the elimination of Shanghai as a transshipping point for American goods, as compared with the method which has been followed through many years, have been the subject of numerous trade reports by consuls and others.

It would seem at first glance that our manufacturers have been working at too long a range in shipping goods intended for Manchuria to Shanghai, which is nearly a thousand miles distant from the place of consumption. Those who make this contention claim that not only is this an expensive method of handling the trade, involving extra charges at Shanghai for transshipment, storage, freight, middlemen's profits, etc., but that it does not provide any means for pushing the sale of American goods in the places in which they are finally used. The goods, from the time they leave the importer in Shanghai, are in Chinese hands. The dealer in Shanghai sells to the dealer in Newchwang, who in turn sells to the merchants in other cities or in the interior of Manchuria. The shipment and the sale throughout is controlled by Chinese.

So long as American sheetings and drills predominated in the market this method was satisfactory, because the cloth practically sold itself. Since the Japanese have entered the field, however, with their aggressive and systematic methods, by which they get in closer touch with the consumers, it is claimed that many of the Chinese merchants, whose chief interest is to make money, have found it both easier and more profitable to buy Japanese goods. Stocks of the latter are held at the important trading centers, and there is a representative of the importer on the ground to push the sale of goods, adjust claims, and facilitate trade. The Chinese dealer who distributes American goods has no sentimental or other reasons for increasing sales, and when the Japanese offer suitable goods which he

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can handle with less expense and trouble and on a more profitable basis, he naturally prefers to buy them. Those who advocate direct selling assert that considerable expense for extra handling and middlemen's profits could be saved, while if there were American representatives on the spot they could push the sale of our goods, keep a close watch on the market, and by carrying stocks of goods avoid long delays in delivery.

THE ARGUMENT FOR SHIPPING VIA SHANGHAI.

The importers of American goods in Shanghai are practically unanimous in the opinion that the present method of selling and distribution is the most economical that can be devised and that any attempt to adopt the Japanese system would be so expensive and hazardous as to make it impossible to carry on the business profitably. The Japanese can easily afford to have their own representatives on the field because the cost of the organization, in salaries and office expenses, is comparatively low, since the Japanese are willing to work for much less money than Europeans or Americans. It is claimed that the Chinese dealers to whom they sell in Shanghai maintain a far cheaper and more effective organization for distributing goods in Manchuria and other parts of the country than it would be possible for them to establish. The Chinese are in close touch with the trade, they have a thorough knowledge of market conditions, and they work on a very narrow margin of profit. The importers also state that much of the Manchurian trade is on a credit basis, and that for them to attempt to extend credit to the native dealers would not only be extremely hazardous but would require considerable capital, which would necessarily add to the cost of the goods. The Chinese dealers, they state, are in a much better position to know the financial standing of the native merchants and to make collections than themselves. They admit that the method of stocking goods at Shanghai and reshipping them to Manchuria through Chinese dealers adds to the cost of the goods, but they claim that it would be impossible to sell them at a lower cost if they had to maintain their own branches in Manchuria with Americans in charge.

One of the largest and most important New York exporters of cotton goods, with a branch in Shanghai, attempted several years ago to establish more direct relations with Manchuria and sent its own representative to the field, but the attempt was never successful and the scheme was abandoned. Those who criticize this effort on the part of the American firm assert that the failure was due to the fact that all sales were for cash and no credit was extended. It would doubtless have been impossible, however, for the firm to have extended credit without a great deal of expense and possible loss in many cases, and to cover this expense it would have been necessary to raise the price of the goods to such a point as to seriously restrict the trade. It must also be borne in mind that if, as some claim, goods can be sold in Manchuria through Shanghai dealers, as at present, at a minimum cost, any organization which might be established in Manchuria would always have to contend with the competition of the Shanghai native dealers who, with their long-established connections

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and working on a narrow margin, could offer goods similar to those handled by the American firm in Manchuria at lower prices.

Another reason advanced for the economy of the present method is that American firms in Shanghai do not confine their business to American cotton goods but handle English piece goods and other lines of imports, while many of them also export Chinese products. The organization and selling expenses are, therefore, widely distributed over many articles of trade, and the unit cost of handling each article is greatly reduced under present conditions. With the total sales of American cotton goods in China amounting in value to less than $5,000,000 annually, no firm or organization could maintain itself on the profits of handling cotton goods alone, because the margin is too narrow and the turnover too small. It would be possible, of course, to carry other lines and to engage in export trade, but the field in Manchuria would be much smaller than the field in Shanghai.

CHINESE COMMISSIONS ARE SMALL.

Nearly all the arguments in favor of direct selling to Manchuria are based on the assumption that the middlemen between the manufacturer and the retail dealer exact large commissions; one enthusiastic advocate of this method claimed that their commissions amounted to 12 per cent or, with the added cost of interest, 17 per cent. But those who actually know true conditions are aware that this is a false assumption. In actual practice the New York selling agent charges the mill not more than 4 per cent on gray goods. Out of this 4 per cent a commission of one-half of 1 per cent is paid to the broker who acts as an intermediary between the selling agent and the export house. The latter generally charges the foreign importer 1 per cent for making purchases, who in turn charges the Chinese dealer 1½ per cent. When the New York export house has a branch in China, the commission which the dealer pays is also 1½ per cent, which theoretically is divided between the New York house and the branch office. It is the generally recognized rule in China that the dealer must pay 1½ per cent commission on American goods, 1 per cent on Japanese goods, and 2 to 2½ per cent on English plain gray and white goods. The dealer who buys in Shanghai is usually content to charge the Manchurian wholesale merchant 1 per cent. The commission between the latter and the retail merchant in the interior is seldom more than 3 or 4 per cent, thus making the total cost in commissions between the mill and the retail merchant 8½ per cent to 9½ per cent.

Even assuming that an organization of American manufacturers or mill selling agents would be able to reduce the total cost in commissions to 5 or 6 per cent, which would be remarkably low, particularly during the first few years, it is very doubtful if any large increase in our trade could be expected, because Japanese sheetings and drills that compete directly with our own goods are generally sold at prices ranging from 20 to 25 per cent lower than the price of American goods of nearly similar weight and construction.

The whole question of more direct relations between the American manufacturer and the retailer or consumer in foreign countries

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is one that constantly engages the attention of students of trade, export organizations, and business men, and the arguments on both sides are generally characterized by a failure to appreciate the true conditions. From the manufacturer's standpoint the greatest advantage that could accrue from direct selling in Manchuria would be the fact that under such a method his goods would not lose their identity, for his own representative would be on the ground to push the sale of goods. On the face of it, it seems an unnatural and awkward arrangement to concentrate the sale and distribution of goods in a city that is nearly 1,000 miles from the place of consumption. It certainly is difficult for American firms in Shanghai to know actual conditions or to keep in close touch with the trade in Manchuria, and this fact has frequently led them to induce Chinese buyers to place orders for more goods than the demand justified. After the goods leave the importers' hands, very little interest is taken in their final disposition; and it is difficult, if not impossible, for them to know at first hand for what purpose they are used or exactly where they are consumed. It is also true that without personal contact with the retailer much more trouble is likely to arise from claims, particularly on a declining market.

DIRECT SELLING PRACTICABLE UNDER A STRONG ORGANIZATION.

The conclusion which the unprejudiced investigator must draw from a close study of the conditions is that direct selling in Manchuria under a strong organization that would absolutely control the sale of all, or nearly all, the sheetings, drills, and other American lines of cotton goods that we make for the China market would result in a substantial increase in our trade. The difficulties of securing cooperation among the competing American manufacturers or selling agents have hitherto been so great as to make it almost impossible. But even if it could be effected it is extremely doubtful whether such an organization would be able to appreciably reduce the selling costs or to operate on a safe and profitable basis in view of the risk involved. If, however, the organization, instead of selling to the retailers, should confine its operations to the large dealers in Manchuria and eliminate the question of credit and finance, and could employ only one or two American managers with competent Chinese compradores, or agents, under them, it is possible that the scheme would be successful.

The financial element is the strongest point in favor of the Shanghai importers' contention that the present methods can not be improved upon. They insist with great emphasis that, given the American goods at a cost that will not be more than 10 per cent or 15 per cent above the price of nearly similar Japanese lines, and with the proper support and cooperation of the manufacturers they can sell them at as low a cost in commissions and in as large quantities, through a Chinese organization that has been in existence for many years, as would be possible under any other plan that might be devised. So far from exacting excessive commission, they claim that the margin on which they work is far from being commensurate with the risk and expense involved, and that the decline in the num-

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ber of firms actively engaged in the American cotton-goods trade from 10 or 12 firms 10 years ago to only 2 or 3 at the present time has been due primarily to the fact that it is extremely difficult to conduct the business on a profitable basis. The manufacturer, they say, whose interest in increasing the sale of goods should be equal to that of the exporter who handles them, is apparently unwilling to share any of the risk or expense of marketing and is content when he receives cash for his goods in New York. Moreover, they further state, the manufacturer in most cases fails to properly support them by giving them exclusive control of brands or by making up their own special brands, as English manufacturers do. The result has been that the exporters have found it more and more difficult and hazardous to handle American goods, and our trade has consequently declined from year to year.

STATEMENT OF A NEW YORK EXPORTER.

The argument of those who favor present methods in the sale and distribution of American cotton goods is very clearly expressed in the following statement made by a partner in one of the largest New York export houses, which has been engaged in the China trade for many years and has handled more American cotton goods in this market than any other firm:

The export of cotton goods from the United States to China, apparently a simple matter of purchase, transportation, and sale, is one of the most complex of commercial operations. I need not tell you of the difficulties of merchandising in China, immensely increased by the decline in silver, the debasement of the copper cash, the counterfeiting and adulteration of the silver pieces, the indiscriminate issue of unsecured paper notes—all reducing the already small purchasing power of the common people; and, added to the revolution, the subsequent rebellion and the brigandage of roving bands, removing the last shred of confidence of a timid people. You know the struggle for existence in China and how little the average man has there with which to feed and shelter and clothe his family. Is it any wonder that in the necessity that so cruelly presses upon him in this time of high prices he must take that in the way of cloth that will cover him and his wife and children, even though it may not be what he has been used to having and would now buy if he could? That explains why the Japanese have apparently gained so much in the trade with goods the Chinese know are inferior, but which they can get at lower prices than the American cloth they prefer.

Much argument is based by those who do not know conditions in the interior and those at Shanghai, upon the Japanese method of distribution by an extension of credit and a sort of barter and the operations of the Standard Oil Co. and the American Tobacco Co. These latter, being monopolies in the distribution of whose goods cost and selling price do not have to be considered, are not of commercial significance. The methods of the Japanese are hazardous and would not help if there were not the lower prices to carry their goods into consumption. You know that it is impossible to give credit to the casual interior merchant, and that the Chinese dealers themselves do not do it. You know the existence of the merchant guilds at Shanghai and other ports and their value as distributing factors, far greater than anything that could be devised or established by any foreign enterprise. And you know the narrow margin of profit upon which native merchants operate, compelled by a fierce competition among themselves, adding a very small percentage to the cost of the goods after they leave foreign hands. The contention has been made and can be sustained that, leaving out transportation charges, the distribution of American goods between New York, where they come into the hands of the exporter, and the consumer in China is at a smaller cost of commissions and profits than that in any other direction at home or abroad.

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AUCTION SALES OF PIECE GOODS.

The use of auctions for the sale of cotton goods is a factor of greater importance in China than in any other country in the world. These auction sales are held weekly in Shanghai. The principal firms engaged in the business are Maitland & Co (Ltd.), Probst Hanbury & Co. (Ltd.), Jardine, Matheson & Co. (Ltd.), Noel Murray & Co. (Ltd.), and L. Moore & Co., all English firms. Their aggregate annual sales approximate 30 per cent of the total imports of cotton goods imported into Shanghai. Some of them sell goods for other firms, charging a commission that varies from one-fourth of 1 per cent to 1 per cent, according to private arrangement, the quantity sold, etc., and some of them do an indent business in addition to selling at auction. Maitland & Co., the largest auction firm in Shanghai, is a Manchester firm (formerly Thorne & Co.) which buys goods outright in England and sells them at auction at the best prices obtainable. Because they buy in large lots, they often secure goods at low prices.

Firms which do an indent business or purchase goods on their own account and sell them in the market claim that the auctions have a demoralizing effect on trade and make it difficult for them to operate on a profitable basis. Maitland & Co. originated the auction system of selling goods in 1873, and it has been growing in importance year by year. It was greatly stimulated in 1907 when many of the cotton piece-goods firms held large stocks of goods which the Chinese dealers, many of whom had ordered them, were unable to take off their hands. It is also claimed that constant losses in exchange led to an expansion in the auction business, for with a turnover which amounts in value in normal times to $1,000,000 gold monthly, the auctions have an important bearing on the course of exchange.

ADVANTAGE OF AUCTION SALES.

While sometimes goods have been sold at a loss under this method, the growth of the business would seem to indicate that it has on the whole been profitable to the firms engaged in it. There are several advantages in auction sales: They provide a means for quick sale, and thus obviate the necessity of carrying goods a long time at a heavy expense for storage, insurance, and interest; they make it possible to distribute goods over a wide extent of territory; and they bring the seller closer to the ultimate consumer. The dealers who attend the auctions in Shanghai constitute a distinct and separate class, and because they sell more directly to the retail merchants they can often afford to pay a higher price for the goods than if they made their purchases through importers who sell in the open market. Indent goods, or goods sold in the usual manner by importers, are often handled by brokers, who sell to the dealers, who in turn sell to merchants in the interior. The auctions also afford an opportunity to dealers who require a small lot of goods for immediate delivery. In introducing a new brand of goods the English manufacturer often finds it advantageous to use the auctions, because under this method the goods may be distributed in small quantities in several districts. It is better for the manufacturer who is endeavoring to introduce his goods to sell 50 bales in 10-bale lots to five dealers than the entire lot to one dealer.

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he success of the auctions is also due to some extent to the fact some of the auction chops or brands have been on the market for y years, and the Chinese merchants, who attach great importance hops, can purchase the goods only at auctions. This doubtless ounts for the fact that a 10-pound gray shirting, for example, er an established chop, may bring a higher price at auction than 0-pound shirting of equal or better quality, under a new brand, t is sold in the open market. Of course, the auction firms exercise ontrol over the sales by closely studying conditions, ascertaining approximate quantity of a given brand or a given kind of goods ich the market can absorb, and then putting up for sale only ugh, or slightly more than enough, to meet the demand; and so efully do the firms, through their Chinese compradores, gauge the uirements of the buyers that goods are seldom sacrificed at abnor- lly low prices.

The bulk of the goods sold at auction are English goods, and the incipal lines are gray and white shirtings, jeans, T cloths, Turkey ls and cotton lastings, Italians, and Venetians. Some drills and eetings are also sold at auction, but the total quantity is compara- ely small. Sales are most important in gray and white shirtings d cotton Italians. During 1913 the gross imports at Shanghai in ese three lines amounted to 8,926,533 pieces, and in the same year 504,517 pieces, or nearly 40 per cent of the total imports, were sold auction.

INTRODUCING AMERICAN GOODS AT AUCTION SALES.

A small quantity of American lightweight sheetings (which are assed as shirtings) weighing 4, 4.7, and 5 yards per pound are sold t auction under special brands. The manager of one auction firm ated that they had been fairly successful in selling American goods y this method, but that in the beginning the business had shown a ss owing to the fact that the goods had to be sold at low prices in rder to introduce the new brands on the market. He complained hat all the expenses incident to his efforts and the losses which fol- owed had to be borne by his firm. He stated that if American manu- acturers would put special brands on their goods and make some oncession in price in order to popularize and establish them, the uction sales of our goods could be substantially increased. After demand for the brands has been created it is not difficult to raise he price of the goods so as to yield a good profit to the manufac- urer. As an evidence of this fact he stated that certain established rands of American 4-yard and 4.7-yard goods often fetch a higher price at auction than in the open market.

Auction sales are for cash on delivery. The deliveries are usually made in two weeks, sometimes three, after the sale. The buyer is charged interest at the rate of 6 per cent per annum from the date of delivery agreed upon if he fails to take the goods at the time specified.

IMPORTANCE OF SHANGHAI IN THE TRADE.

Practically all the cotton-goods importers that supply Central and North China, as well as the large Chinese dealers, have their princi- pal offices here, and the city offers better financial, commercial, and

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shipping facilities than any other port in the country. Shanghai occupies the same position with regard to China as New York in the United States, Constantinople in Turkey, Alexandria in Egypt, or Aden in the Red Sea market. Large stocks of goods are held in warehouses or godowns at Shanghai by the foreign firms, either on orders or on their own account. The weekly auctions of piece goods by which large quantities of goods are sold give an added importance to Shanghai. Nearly all the large merchants in the interior have their own brokers or agents in Shanghai, through whom their purchases are made.

The whole fabric and machinery of the trade is so organized and systematized that any attempt to carry on business direct with other ports without regard to Shanghai usually ends in failure. During 1914 one of the large auction firms in Shanghai decided that it would be an excellent plan to hold regular auctions in Hankow, a city of growing commercial importance in Central China, 600 miles up the Yangtze River from Shanghai, but the plan was unsuccessful because the merchants in Shanghai threatened to boycott the firm.

INFLUENCE OF THE GUILDS.

The organization among the cotton-goods dealers in China is one of the strongest in the world. Generally the organization takes the form of a guild, and any report on the trade of China would be incomplete without a reference to these guilds. They came as a result of the method of government in China and the loose manner in which laws were administered, and were intended primarily for the advancement of the common interests of the merchants. The development of foreign trade has increased the power and influence of the guilds. They exist in nearly all the important cities in China, and their effectiveness is often demonstrated in the boycotts which they inaugurate against the goods of certain countries. One of the most notable examples of the exercise of this function of the guilds was the boycott of the Standard Oil Co. and all American trade in 1905 on account of what was considered the humiliating regulations against Chinese immigration into America. In 1909 the guilds at Hankow were able to induce merchants at Shanghai, Chinkiang, and Kiukiang not to ship cargo on British vessels because of the alleged unjust treatment of one of their countrymen. Quite recently a boycott has been instituted against Japanese goods because of the demands which Japan made on China.

No rules of the guilds have been published, but they are generally organized for both social and business purposes. Each trade has its own guild and every large merchant belongs to the one which appertains to his own line of business. One of the most important functions of the guild is the arrangement of inland taxes with the local officials. In Shanghai, for example, the piece-goods guild pays a fixed sum annually to cover the local taxes on goods shipped to some of the neighboring interior points and collects the tax from the merchants. In fact, the Shanghai piece-goods guild practically controls the entire distribution of cotton goods from that commercial center. The guilds discuss trade questions of common interest, settle disputes between their members, and have been known to fix prices at which

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articles shall be sold, and to combine in other ways to regulate trade. While in some respects they partake of the nature of chambers of commerce, they have much more power and exercise a greater degree of influence in the commercial life of the country, because the merchant, foreign or native, who attempts to oppose the will or policy of the guilds usually suffers serious consequences.

TENDENCY TO MAINTAIN SHANGHAI AS AN ENTREPÔT.

It is this long-established organization of merchant guilds which has assisted in maintaining Shanghai as a center of distribution for cotton goods. To attempt to eliminate Shanghai and sell goods on a large scale direct to Hankow, Tientsin, or any other commercial center in Central and North China would mean a serious loss not only to the merchants in Shanghai but to the numerous Chinese who are engaged in the transshipment and carrying trade. To the occidental mind it appears strange that the guilds should exercise such a tremendous influence in the conduct of trade and in directing the lines which it shall follow, but those conversant with conditions in China are fully aware of their power in commercial matters and the danger of attempting to oppose them.

Although the guilds still occupy an important place in the business life of China, their influence is not as great as formerly. This is due in part to the fact that with the growth of trade a large number of merchants whose methods are not as much above reproach as those of the merchants of 20 or 30 years ago have sprung up, and they resent the absolute power of the guilds and are less prone to abide strictly by their rules, except when it is to their interest to do so. The merchant guilds will doubtless continue to maintain the system of distributing a large part of the foreign cotton goods imported through Shanghai, but there is no question that direct trade with other ports, particularly Hankow, Tientsin, and, in Manchuria, Dairen, Newchwang, and Antung is increasing.

An important factor in the breaking up of the old system has been the development of the cotton-goods trade with Japan. It is natural that the Japanese should ship direct to Tientsin and Manchuria, because they are much nearer to those markets than to Shanghai. They have also established their own agencies in all the principal trading centers, where they maintain stocks of goods and sell direct to Chinese dealers. They have been aided in the establishment of direct relations without the intervention of Shanghai by the fact that their goods are generally offered at a lower price than those of their competitors, and on this ground merchants buy from them however much they may be averse to opposing the guilds.

DIRECT TRADE INDEPENDENT OF SHANGHAI.

An indication of the tendency of some of the ports to become independent of Shanghai in certain lines of cotton goods is the fact that the imports of gray sheetings direct from foreign countries at Tientsin in 1913 amounted to 930,783 pieces, as compared with 836,366 pieces imported from Chinese ports, principally Shanghai; in other words, more than 50 per cent of the total trade was direct.

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In 1908 only 140,807 pieces were imported direct from foreign countries, while 782,777 pieces were received by transshipment at Chinese ports, the amount of direct imports in this case being only about 15 per cent. Similarly, approximately 85 per cent of the gray drills imported at Tientsin in 1913 represented direct shipments, as compared with only a little over 60 per cent in 1908.

For the reasons previously stated (proximity to the market and the establishment of agencies) the tendency toward direct trade is much more marked in Japanese cotton goods than in the trade of other countries. England's largest trade is in gray and white shirtings and cotton Italians, and as a large part of these goods are sold through the weekly piece-goods auctions in Shanghai, it naturally follows that Shanghai continues to remain an important center of distribution for this trade. Prior to the European war German importers in Hankow and Tientsin were beginning to establish direct relations with Manchester and to eliminate Shanghai, but since then this tendency has been checked by reason of the fact that Germans are finding it difficult to make purchases from England.

AMERICAN COTTON GOODS SOLD MAINLY THROUGH SHANGHAI.

Reference has already been made to the fact that American cotton goods are sold almost exclusively through Shanghai, and the reasons given by the importers for maintaining this system have been fully stated. It is doubtless true that the Japanese methods under which goods are sold more directly to the markets in which they are consumed have some advantage over the method of selling in Shanghai to dealers who distribute the goods in the interior, since the Japanese are able to keep in closer touch with the people who actually consume the cloth they manufacture. But it is doubtful if any European or American house could adopt the same methods on an economical basis; the cost of the maintenance of an organization similar to that of the Japanese would be too great. In view of the increasing competition of Japanese goods in this market, however, it is of the highest importance that American cotton manufacturers desirous of selling their goods in China should make a close study of the two methods in order to determine which may be regarded, in the long run, as the most advantageous and practicable.

One obstacle to direct trade is the fact that at times the through freight rate from New York to Tientsin is greater than the combined rate from New York to Shanghai and Shanghai to Tientsin. The importer in Tientsin who is authority for this statement said that where business is done on such a small margin as in cotton goods this constitutes an important factor, but that the American shippers could doubtless secure an adjustment in the freight rates which would eliminate the discrimination against Tientsin, particularly if much direct trade could be developed. The keen competition for trade in China makes it imperative that the most effective as well as the most economical method of selling and distributing goods should be employed, in order that the cost of the goods to the consumer should be brought to the lowest possible point. It is doubtful if there is a cotton-goods market in the world where organized and cooperative methods of merchandising are as requisite as in China.

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THE CHINESE COMPRADOR.[1]

THE INDISPENSABLE MIDDLEMAN IN CHINA.

In the olden days the Chinese merchant gave this advice: "My son, beware of the foreign devil. Sell him anything—but buy nothing in return. Thus shall you prosper." The modern Chinese merchant sings a different tune. It is: "My son, cultivate the foreigner. Sell him anything and buy anything from him. For he is as a child when it comes to business, and in every deal wherein he is concerned there is great gain for thee."

It is the ambition of practically every young Chinese in the treaty ports to become connected with one of the great foreign firms. Ask any one of them what particular position he would like best to occupy, his answer will be loud and fervent. "I'd like to be comprador," he will tell you.

If you do not know what a comprador is you would have to learn if you ever entered the Chinese trade. He is the Chinese manager of the "hong," or business house. In that capacity he personifies the fate of your business. He is bankruptcy, or fortune, according to his acumen, and sometimes according to his inclination. He is the point of contact, the bridge, between the business ways of the West and those of the ancient East.

The word comprador came to China with the Portuguese. It is a descendant of the Latin "comparare," which means to procure. Though the position of the comprador has changed greatly with the centuries, he still procures—he procures fat commissions and slenderer "kumshaws" from the imports flowing into China through his firm and through the exports flowing out of it by the same route. Originally the comprador was the servant of the firm which hired him. In that capacity he acted as interpreter and go-between in his master's dealings with the natives. Around Canton the name is still applied to the native head stewards of foreign households and to the head stewards of ships.

The comprador to-day is a vastly different person from his lowly predecessor. Instead of being the servant of the hong employing him, he is the master. His word is final in all things affecting trade with the Chinese. Usually he comes from the class of Cantonese who are to be found in all ports of the Far East—and are men of wealth wherever you find them. In most cases the comprador is so wealthy that he can not count the "lacs" of his fortune on the fingers of one hand. Often his fingers would give out and his toes be enlisted if he were computing the value of his worldly goods. And be it known that your Chinese scorns to count his successes in small coins as does the Westerner. A lac is $100,000 or taels, as the case may be. It is not unusual to find compradors who would be able to buy out the "taipans," or foreign managers, of their firms without having to call in any of their loans.

INDISPENSABILITY OF THE COMPRADOR.

The day may come when the foreign importer and exporter in China will be able to get along without the comprador. But the day

[1] F. S. Tisdale, in The Nation's Business, December, 1916.

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is so far distant that the best prophets of the Far Eastern business situation are unable to make out its approach.

A manufacturer of safety razors on a visit to Shanghai last summer went around to the United States consulate general to see if there were any overlooked possibilities for his product among China's four hundred millions. He inquired as to what was necessary to tap this vast trade. "Two things," said the attaché, holding up that many fingers. "The first is to get a comprador and the second is to get a good comprador."

The manufacturer was then told what a comprador was and why. Naturally the idea of having a suave Cantonese run or ruin his busines did not appeal to him. He wondered if he could not get some foreigner who knew the Chinese language to take the comprador's place. "You could—if," said the attaché, with the loud pedal on the last word. An enumeration of the "ifs" convinced the prospective exporter as to the usefulness of the comprador. It was shown that the institution owed its existence to a far more profound reason than the reluctance of the foreign business man to learn the Chinese language. After learning the Chinese language, the foreigner would have to learn all the intricate ins and outs of Chinese trade methods. And the time it would require a foreigner to master these things is put in round numbers at one thousand years. Since the Chinese have been doing business in their own way since the days when our ancestors were hacking at each other with stone hatchets, there is little chance that they are going to change overnight and take up the ways of such an infant among nations as the United States. You must either do business their way, or not do it at all.

"No foreigner," they say in Shanghai, "ever gets the better of a Chinese merchant." The statement is easily understood when you consider how a Chinese business man is trained. Business colleges do not flourish in China. They do not flourish for the same reason that there are no classes in swimming for the ducks that navigate the canals. If the father of a Chinese boy is a merchant, the boy spends most of his life in the shop from the crawling age to the walking-stick period. He learns business from that most prominent of old-fashioned teachers, Experience. The Chinese do not change their methods, because the merchants who have grown ancient and wise in the trade hand down their axioms and customs to the coming generation.

Bret Harte and others who have wondered at the deep and devious ways of the Eastern mind have in no wise overrated their subject. When these minds apply themselves to business as their one absorbing pastime and passion—there is nothing for the awed foreigner to do but marvel and take unto himself a comprador.

SERVICES RENDERED BY THE COMPRADOR.

The comprador usually furnishes a bond to insure the faithful performance of his duties. There are no credit publications in China. The comprador becomes the walking Dun and Bradstreet of the hong. Besides, he is a complete encyclopedia for any sort of information concerning the trade of his country and how it is conducted. He saves his firm from dealing with bland and prosperous looking [illegible]'s who could not be trusted for the value of the silk

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they have on their backs. The comprador can tell you how to get a shipment by rail, river, canal, camel, and cart into the vague country along the border of Turkestan. Besides this, he keeps a finger on the pulse of the political conditions in his country.

It is also the comprador who guards the sacred "chop" of the office. The chop is the seal or stamp bearing the Chinese name of the foreign firm and it is as good in all business transactions as the signature of the president. From this it can be easily seen that the chop is a thing of danger and dynamite. There have been repeated lawsuits in the mixed courts over the use of firm chops by compradors in their personal deals. In defense of this practice the compradors say that they become known throughout China by the names of their firms. For instance, a trader in the interior would know a comprador in a treaty port as "Mr. Consolidated Skin and Hide Company." So the compradors aver that they must use the name in their own transactions as it is the one by which they are recognized throughout the Celestial Republic.

In payment for their services the compradors get commissions that vary with each deal. Sometimes their "kumshaws" come from both buyer and seller. Each comprador has his "shroff," who collects accounts, does a petty cash business, and passes on all the specie that comes into the office. The typical comprador is a venerable gentleman who wears spectacles with horn rims and who is in private life a connoisseur of his country's art. Like every Chinese of good education, he knows something of the interminable classics. Betimes he writes a little poetry, plays a bit on rasping Oriental instruments, and can paint a creditable landscape.

OFFICE ORGANIZATION OF THE COMPRADOR.

The "shroff" is a younger man who hopes to be all of the above things himself some day. Between the two of them they fill the office positions with near and distant relatives. The foreigner can never tell what this horde of help is good for, but, as the wages amount to nothing when compared to Western standards, he lets the comprador have his way.

To any one who has been in China, there are three sounds which associate themselves with the memories of the comprador's office. They are the continuous buzz of rapid conversation, at which the Chinese surpass all other races; the sibilant noises that go with the tea drinking; and the sharp, insistent notes that come from the "shroff's" desk as he tests the Mexican dollars.

There is so much counterfeiting in China that every coin is presumed to be guilty until it proves itself innocent. The "shroff" takes a pile of dollars in his long, delicate fingers and runs them swiftly from one hand to the other. In the passing, the suspects are rung against the vindicated coins, and the pitch of their voices tells the keen ears of the "shroff" whether there are scooped-out or spurious pieces in the lot. They all do it the same way. The tune of it goes thus: "Ding, ding—click; ding, ding—click." The "ding" is the ringing sound that tells him whether or not the dollar is counterfeit, and the "click" is made by the acquitted coin as it takes a place among its honest fellows.

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From these offices the foreigner woos the idiosyncrasies of Chinese trade. One of the outstanding successes in China is a brand of pills manufactured in America. They are sold in China by the ton. In the United States the little pellets won their success by appealing to people who were "run-down, yellow, and anæmic." It was obvious when the company decided to enter the Eastern field that some other point would have to be made. "Because," as the manager remarked, "every Chinese looks yellow, run-down, and anæmic."

It was the concern's good fortune to get a shrewd old comprador. He knew his people. Ignoring the fact that the pills were a cure for yellow complexions, he emphasized that they were compounded by the wise foreign doctors. He made capital out of the growing distrust of the so-called physicians of his native land and the consequent demand for foreign remedies. It was not possible for all Chinese to have the luxury of foreign doctors at their bedsides when they were ill, but only ignorance or superstition could prevent their having these powerful foreign pills. The argument prevailed. Today those pills are known and taken wherever Chinese suffer—or think they suffer—and the complacent foreign heads of the "hong" don't begrudge a penny of the fat commissions that go to the comprador.

It must be admitted that the comprador may make illegitimate use of his power. He is, of course, a member of every guild that will do him any good and he will obey the dictates of this order above the commands of his house. There is also the constant temptation to use his position for private gain or revenge. They tell of the comprador of a bank who became offended at the comprador of another bank. To get even, the offended one waited until after closing hours on Saturday afternoon. Then he skillfully spread rumors that the bank represented by his enemy had gone to the wall and would not reopen on Monday. The exchange shops were allowed to get word of the alleged failure and the news was whispered about the city by adroit agents. As a result, the bank notes of the institution attacked depreciated in value so that by opening time Monday morning frightened coolies could only get $4.50 for a $5 note. The result was a short run on the bank, which was easily met. But the offended comprador had accomplished his revenge and in addition made a neat profit out of buying up the notes below cost and cashing them at their face value. But it would not do to say that the abuse of power is general; doubtless it exists in no greater or less degree than in other countries.

THE COMPRADOR AS A BUSINESS GETTER.

Each comprador operates in a different manner. Your Chinese, wherever you find him, is strictly an individualist, and the methods of each man differ from his associate's according to his particular genius. Therefore no cut-and-dried rules of procedure have ever been set down concerning the way the comprador goes about his work.

An instance may be made of the comprador of a big foreign bank. The foreign "No. 1" of this bank would not think of advancing money to a Chinese without first consulting his comprador. The prospective borrower might produce securities that appeared to be as s[illegible] shoes, but it would take the insight of the comprador

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and the information that he commands as a member of his guild to say the final word.

That is not the only phase of usefulness the comprador fills. He is a source of fresh revenue for his bank. His life is a continuous round of banquets, theater parties, and tea-house conferences, every one of which has a business motive hidden away in it somewhere. The good comprador is constantly introducing new depositors and gathering new business in this way—and on every cent of this he gets his commission. In separate deals the bank principal usually sets a figure with which the bank will be satisfied. The comprador is entitled to everything he can obtain beyond that by means of the dickering and bargaining so dear to the heart of every Chinese.

Will the time ever come when the comprador will pass into history? We have been unable to find anyone who can see such a possibility in the near or distant future. The chances are that the foreign firm would not do away with its comprador if it could. Mr. Julean H. Arnold, American commercial attaché at Peking, observes, in a contribution to the Far Eastern Review, that as long as present trade conditions exist the comprador will be an indispensable factor in Oriental business. The Standard Oil Co. and the British-American Tobacco Co. are the two firms in the China trade which have their own organizations in the field to a greater extent than any other, yet they have been unable to eliminate the middleman and his legitimate "squeezes."

German firms which have made it necessary for their staffs to study the Chinese language and customs have enjoyed astonishing growth. While their successes have been largely due to this factor, they have been unable to do away with the comprador and his numerous hangers-on.

So, Mr. American Business Man, you who have a weather eye on Far Eastern trade, allow us to present herewith your representative in China, the comprador.

THE ADVANTAGES OF TRADING COMPANIES IN PRIMITIVE MARKETS.

ABYSSINIA.[1]

The commercial status of Abyssinia has in the last few years been of increasing interest to the leading trading nations of the world. This interest does not, however, seem to have resulted in any comprehensive written reports or reviews of the commercial possibilities of the country. This report on the present commercial status of Abyssinia, with special reference to the possibilities for American trade, is therefore necessarily based largely upon the verbal opinions and suggestions of experienced traders and officials and upon the personal investigations conducted by the Aden consulate.

Further, as the Abyssinian Government has apparently never been interested in the promotion of trade, there are no Government reports or accurate statistical information of the sort which only the Government, through its customs organization, would be able to

[1] From "Abyssinia: Present commercial status of the country, with special reference to the possibilities for American trade," by Addison E. Southard, American consul at Aden, Arabia; Special Consular Reports No. 81, Bureau of Foreign and Domestic Commerce.

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supply. There is also a lack of efficient commercial organization on a large scale which might aid in the collection of reliable data. For these reasons, indications as to the extent of the market, and as to specific trade opportunities, can be made only in a more or less general way.

ABYSSINIA BACKWARD IN ECONOMIC DEVELOPMENT.

Abyssinia has been backward in economic development, owing mainly to its former almost complete isolation and inaccessibility; to the almost total lack of adequate transportation facilities, banks, and other similar aids to trade; to the apparent disinclination of the Government to encourage foreign trade; and to the consequent lack of business stability and confidence. There is a noticeable improvement in these conditions, but trade development is still in its infancy.

The present purchasing power of the Abyssinians is undoubtedly small, but it is not limited except by the desires of the people. The country is rich, so that, as their desire for foreign manufactured goods is educated and increased, they have only to plant larger crops and raise more animals to secure an increase in their supply of dollars and incidentally in the average purchasing power. This is now happening.

The more influential classes of Abyssinians have never been interested in commerce. Politics and soldiering have been their chief interests. This order, in the opinion of resident merchants, is changing. Some of the wealthier Abyssinians have been investing in commercial undertakings and are showing an inclination to make systematic and businesslike arrangements to market the products of the districts that they control. This creates local interests and is considered a most favorable influence in the commercial and economic development of the country.

EXTENT OF THE MARKET.

The extent of the Abyssinian market may be defined only in a general way, owing, among other things, to the absence of complete trade figures. As may be expected in a country so wealthy in natural resources, with a comparatively good climate and populated by 8,000,000 to 10,000,000 of intelligent and aggressive people, the commercial future is rich and full of promise. The opinion has been expressed by well-informed people who know something of Abyssinia that there does not exist any other equal portion of the commercially undeveloped part of the world in which the opportunities for an important economic and industrial development are so promising. While the Abyssinians have not yet taken to trade in any considerable numbers, the few merchants of that race who have been observed are keen and intelligent traders.

COUNTRIES MOST INTERESTED IN ABYSSINIAN COMMERCE.

Commercial influence in Abyssinia is theoretically in the hands of the three European nations which control the political divisions sur-
ro" ll commerce has an equal chance through the English
res of influence, but through the Italian-controlled

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tory goods of that nationality have preferential duties. It is understood that to encourage the development of Abyssinian rt trade through Eritrea there is no import duty collected by colony on the goods which come from Abyssinia for export ugh Massaua. However, the Sudan Government gives practi- the same arrangement, and French Somaliland has, practically king, free trade. Through Eritrea the bulk of the merchandise orted is naturally Italian, and through the Sudan the bulk of merchandise is of British origin, but through Jibuti and British aliland, which are supplied principally by Aden, pass most of American goods which reach the Abyssinian market. During present year Japan has been able to enter the Abyssinian market, Jibuti, mainly because of the inability of Europe and America end their usual supplies of merchandise.

ortunately, however, Abyssinian commerce, yet in its infancy, is dominated by any nation, owing probably to the fact that the yssinians, suspicious of possible political designs, have not so far ibited a marked feeling of friendliness for any foreigners. This eral attitude of the Abyssinians may be considered as favorable, her than otherwise, to the commercial progress of Americans, ause of the absence of any direct political interest by our Govern- nt in Abyssinia. In any event the conditions are such that there ll remains the opportunity for the free and independent considera- n of American goods by the Abyssinians, provided American nufacturers will make such opportunity available.

The United States has a commercial treaty with Abyssinia, which as ratified in 1914 and is in force for a period of 10 years unless tice be given to terminate or change it at the end of the first period 4 years. This treaty exempts American citizens from trial by byssinian courts and confers upon them the privilege of being tried their own consular courts, although at this time there is no Ameri- an consulate in the country. The treaty has the most-favored-nation ause and enables American citizens to transact business in Abys- nia on equal terms with the nationals of any other country.

American goods start with the very great advantage that Ameri- an unbleached cotton goods are known in practically every part f the country, and these goods have been so well established in past ears as to constitute a monetary standard. Pieces of "Americani" re standard mediums of exchange in common with rock salt, car- ridges, and other commodities which are used where the Maria Theresa dollar is not available. In recent years the fate of American cottons in the Abyssinian market has been left to the efforts princi- pally of Aden merchants, who control a large share of Abyssinian trade and manipulate it, naturally, to their own advantage. These merchants have recently found the price of American cottons so high that they have turned to Japanese and Indian goods. Even so, the Abyssinians may be said still to be faithful to "Americani."

SPECIAL CONDITIONS GOVERNING TRADE.

Trade in Abyssinia is often very much a matter of barter or indi- rect exchange of imported goods for Abyssinian products. In fact, the traders established there seem to find the export trade the more

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profitable side of the business. The principal products of Abyssinia, such as hides, skins, coffee, wax, ivory, and civet, all have a ready market, and the foreign merchant finds it possible ostensibly to cut the prices of his imported goods to a low figure, acquiring in return the products of the country, upon which he usually is able to realize a handsome profit. This seems a very important consideration for those who contemplate entering the Abyssinian market. The trade is now served largely by Levantine merchants, who are patient in awaiting returns and can thus be satisfied with a modified bartering method.

Primitive transportation facilities, which are discussed in detail later in this report, are among the special conditions to be given careful consideration.

Disturbed political conditions, which have existed to some extent since the death of the Emperor Menelik but which have been more acute since the beginning of the present world war, have had a retarding effect upon commercial development. Business has felt its way rather cautiously and many promising opportunities for expansion have been allowed to wait. Prince Lij Yasu was the successor nominated by Menelik, but in the fall of 1916 he was deposed by the old ruling party. In 1917 he attempted to regain his throne, and a battle was fought in August, 1917, which is reported to have resulted in the final and definite defeat of his forces and aspirations. In October, 1917, there seemed to be an easier feeling among business men in the country and an inclination toward greater commercial activity. There is still, however, some political unrest, but unless the unexpected develops it will not be sufficient further to retard normal business progress, which is toward expansion.

While many of the foreign merchants, principally Levantines, Indians, and Arabian Jews, who do a large part of the business in Abyssinia, are reliable and responsible business men, there are some whose methods of business have caused the impression to prevail abroad that the average level of commercial honesty or integrity is not ordinarily high. This is not believed to be generally true, although, as in all new commercial fields, care must be exercised in the granting of credits. This difficulty would be modified by adopting the suggestions already made as to direct representatives.

In this general summary of the Abyssinian market and of the most important factors to be considered in entering it, the object has been to emphasize two points: First, that the commercial future of the country is excellent; and second, that the market is one which involves pioneering and serious investigation and study of the special conditions in order to overcome the difficulties in the way of a profitable and successful business.

MONETARY UNITS.

Prices of commodities in the local Abyssinian market are invariably quoted in Maria Theresa dollars. Owing to the fluctuating value of the dollar, quotations of local buying or selling prices have little value to the foreign merchant unfamiliar with the market, and are very likely to be misleading. The average native takes a dollar

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as a dollar and treasures it as such regardless of its bank exchange value, which means little, if anything, to him, because his own transactions are all local and in dollars. He is accordingly suspicious of frequent price changes, and if there are changes will sometimes refuse either to buy imported merchandise or to sell his own produce, regardless of his needs.

The merchant, therefore usually attempts to have a fixed price at which he sells his imported merchandise, or at which he buys Abyssinian produce for export, allowing a sufficient margin for a rise or fall in the exchange value of the dollar, so that he may not have to change his price too often. If the value of the dollar moves upward his profits on sales may increase, but his profits on purchases of local produce may decrease, and vice versa. By doing both an import and export business he can follow the native's idea of fixed prices to some extent at least, and his profits can be balanced from the import or the export side of the business, as the case may be.

Furthermore, if the merchant follows the money exchange market closely and intelligently, he may be able to buy or sell his dollars at such advantage as to yield him a substantial extra or additional profit. With all local business to be done in the fluctuating Maria Theresa dollar, and all outside business to be done in the franc, rupee, or pound sterling, the speculative possibilities of merchandising in Abyssinia may be seen.

The foregoing is a statement of a general situation and there are, of course, exceptions. It is meant to demonstrate, however, that at a time when the Maria Theresa dollar is either actively falling or rising in value, the quotations of local prices (either buying or selling) are not of great value and may be very misleading.

TOPOGRAPHY, CLIMATE, AND RAINFALL.

Abyssinia is an independent landlocked political division occupying the greater part of the eastern extension of Africa, which is sometimes referred to as the "Horn of Africa." The bulk of the area from north to south is between the 5th and 15th degrees of north latitude; from east to west the greater part of the country lies between the 35th and 45th meridians, east longitude. The area is between 350,000 and 400,000 square miles, or, roughly, six times that of New England. Abyssinia is bounded on the north by the Italian colony of Eritrea; on the east by the French and British Somalilands; on the southeast by Italian Somaliland; on the south by British East Africa; and on the west by the Sudan.

A succession of plateaus rise one above the other from the west and culminate in the east in high mountains or abruptly descend into arid plains. The plateaus vary from 3,000 to 9,000 feet and the highest mountain peak is about 16,000 feet. The north and north-central parts of the country are broken by mountain ranges and rifts or canyons, which would make the building of roads difficult. The plateaus in the east and south are much more extended and uniform. The Blue Nile rises in north-central Abyssinia, and it is upon this stream that Egypt largely depends for its annual inundations and for the deposits of rich black silt that so greatly aid agriculture. The Atbara, which rises in northern Abyssinia, is another

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important tributary of the Nile. The largest lake within the country is Tsana, the source of the Blue Nile. In southwestern Abyssinia is the Baro, or Sobat, River, a tributary of the White Nile. The Hawash River rises in central Abyssinia, is a considerable stream for several hundred miles, and takes its course in the direction of the Red Sea. It finally loses itself in the sand of the Dankali Desert near the border of lower Eritrea. None of these rivers is reported valuable for navigation within the boundaries of Abyssinia, but the Baro, or Sobat, is navigable from the White Nile to the frontier station of Gambela, and forms part of a valuable trade route to and from western and southern Abyssinia via Khartum. The whole of Abyssinia is, however, well watered by many small mountain streams.

In north-central Abyssinia there are many waterfalls, and in the country adjoining and extending north and northeast from Adis Abeba are a number of hot springs. One is in use as a bathing place at Adis Abeba.

Travelers between Adis Abeba and the northern boundary of Abyssinia assert that there are several mussel-strewn stream beds in that part of the country. If this be so, it is worth considering for the possible future development of an industry along the lines of the important shell-button industry developed in the United States.

The climate in the highlands of Abyssinia is generally good and is reasonably healthy, although the extremes of temperature are great in the more mountainous country, ranging, according to some observers, from 8° C. to about 20° C., with sudden changes. The air is pure and naturally somewhat rarified and there are also extremes of humidity or dryness, depending upon the season.

The rainfall is very heavy during the summer and early autumn, and enough water falls to supply agricultural needs throughout the year, except on the outer edges of Abyssinia adjoining the coastal desert plains. There are no figures available as to the number of inches of rainfall.

CHARACTER OF POPULATION.

The population of Abyssinia is not definitely known, but considering the many estimates that have been made it may reasonably be stated that there are from 8,000,000 to 10,000,000 people in the country. Probably half of this number are the Christian Abyssinians—the Tigreans in the north and the Amharans and Shoans in the central and south-central portions. The other half of the population consists mainly of the Mohammedan subject races of the Abyssinians—the Dankalis in the east and the Gallas in the south and southeast. There are also a number of Somali tribes under jurisdiction of the Abyssinian Government in the east and south.

The present Abyssinians, as the name Habesh, or Abyssinian, is supposed to indicate, are a mixture of races. They are said to be of undoubted Semitic origin, and most writers agree that the true Abyssinian is a mixture of Jewish, Arabian, and non-Negro African tribes. Some characteristics of all of these peoples may be noted. According to the most reliable authorities, the Abyssinian is not a Negro, as is often alleged, although some Abyssinians do show a Negro type resulting from contact with Negro tribes on the west and

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southwest. The Tigreans are, in general, a light-colored people, but the others named are quite dark skinned. The present ruling race is the Shoans, of which tribe the late Menelik was a member. Shoa is taken to be a corruption of the word Sheba, which ancient kingdom is supposed to have included southern Abyssinia and southern Arabia.

The Abyssinian Christians are of the Copt sect. Christianity has been established in the country since about the fourth century. The head of the church is an archbishop appointed by the head of the Copt church at Alexandria. This priest is usually not an Abyssinian, but has the Abyssinian title of Abouna (Abouna is an Arabic word meaning "our father"). He resides in Adis Abeba and can never leave the country. The Itchage, or chief priest, who is always an Abyssinian, resides at Axum, the sacred city of the north. The most imposing building in Adis Abeba is the church of St. George, and there are a number of comparatively imposing church buildings throughout the country. The general opinion is that the majority of Abyssinians care a great deal for their religion. The church is very powerful.

The average Abyssinian is a proud, aggressive, and fairly intelligent individual. He is not progressive and has shown a decided disinclination to open his country to modern economic and social progress. He has been suspicious of all advances made by foreigners, and that is the principal reason why his rich country is still so little known commercially. This condition seems, however, to be improving gradually to the extent that the commercial opening of Abyssinia may already be considered as effected. The true Abyssinian perfers to have his country referred to as Ethiopia.

The general style of living for all classes is primitive. Some of the ruling class have adopted a few features of European methods of living, but the mass of the people are poor and are in a comparatively low economic state. They produce much of their own food and their purchases of manufactured goods are normally limited to cotton textiles for clothing and to simple articles of general hardware.

FOUR CLASSES OF SOCIETY—FEUDAL GOVERNMENT.

There are practically four classes of society—the ruling class, the priests, the soldiers, and the peasants. The Government is feudal. The late Menelik had organized a fairly strong central government. The large Provinces were all governed by military chiefs appointed or approved by him. These chiefs in turn divided their Provinces into districts, which were given to the principal military officers. From the Emperor down each chief or official had a following of soldiers, and the peasant class supported them. Usually the peasant farmer gave 10 per cent of his produce to his immediate chief, this chief giving 10 per cent to his immediate superior, and so on right up to the Emperor. The peasants were also subjected to extra contributions in the form of food for the soldiers of such military expeditions as passed through their country. In many parts of the country the peasant had to give up all that he produced over what was needed for the sustenance and clothing of himself and family. This has discouraged the active development of the great agricul-

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tural possibilities of the country, because if a peasant produced 100 bushels of wheat per year he was allowed to keep only enough for his own food; if he raised 200 bushels the result was the same, and in most cases he would produce only the minimum that would allow him to live. Except that the central Government is at present weak, these general conditions continue to a considerable extent.

The ownership of land is generally communistic, but the Bank of Abyssinia has brought about a reform in Adis Abeba by which title deeds are given and registered. This system will gradually reach all commercial centers of importance and will obviously be of great benefit.

LANGUAGE AND EDUCATION.

The Abyssinian language is Amharic, which can be written. There are 33 letters in the alphabet, each of which represents several syllables. The Abyssinians who can write their own language are, however, very few in number.

Abyssinian literature is confined mainly to religious books in Amharic, many of them written by hand and bound by the priests. Most members of the ruling class own a Bible or some sort of religious book, which they carry about and pore over during leisure moments. There are no newspapers or other publications in the country, except the bulletins occasionally issued by the foreign legations at Adis Abeba in their own national language. There is no way of reaching the mass of the Abyssinian people by printed matter, as there is no written language that many of them can read, including their own. Arabic is understood in some parts of the country.

Education scarcely exists in Abyssinia. The priests teach the rudiments of religion to their novitiates and give them instruction in Geez, the ancient Abyssinian language, in which all church services are conducted. A few children receive instruction in reading the Bible, but there are no proper educational institutions excepting the less than a half dozen established by Catholic missions. The Abyssinians generally are illiterate, and know little of the outside world. A few of the Abyssinian officials and the important merchants have a speaking knowledge of French.

TRADING CENTERS.

Abyssinia has a great number of market towns or trading centers but no large cities. The chief trading centers of interest to the American exporter are Adis Abeba, Dire Dawa, and Harrar, in Abyssinia, and Jibuti in French Somaliland.

FACTORS INFLUENCING FOREIGN TRADE.

The French, English, and Italians maintain representatives in various parts of Abyssinia and have made efforts to control the trade of the country, but the Abyssinians have mainly been content to buy what the Levantine traders, who do most of the merchandising within the country, have offered; and the Levantines, on the other hand, have naturally imported the goods that were cheapest or best suited [illegible] trade. Generally speaking, the Abyssinians have given

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ommercial advantages to any one country, and the larger part of market may still be considered an open one where the best goods ufficiently low prices will be preferred.

Many French citizens are active in Abyssinian commerce, but they not seem to have discriminated against other goods in favor of se of French manufacture. France has a great asset in the rail- from Jibuti, but it seems to carry as many goods of other ionalities as it does of French.

The British have seeming advantage in their control of the trade tes via the Sudan and via British Somaliland, but it is not evi- t that there is a preponderating use or preference for British- de goods, excepting the excellent Manchester cotton specialties, ich would be preferred in any event.

The Italians would also seem to have an advantage in their con- l of the trade route via Massaua, the one via Assab, and the one Ginir and Dolo, but it is not apparent that the Abyssinians have own any preference for Italian goods. The Italians, however, ap- ar to have used their control of these trade routes to push their own ods much more energetically than have the other two principal ropean nations concerned. They have been particularly energetic encouraging both import and export trade in northern Abyssinia preferential duties.

Although the Austrians and Germans have no political control of yssinian trade routes, they were able to share largely in the trade fore the war, and may do so afterwards unless America and the uropean nations previously mentioned undertake a more systematic velopment and control of Abyssinian commerce.

Abyssinian exports seem to have gone to the foreign markets where e demand and prices were best, and it is not believed that there is y other factor influencing the direction that the exports from that untry take, excepting the decree of the Eritrean Government of eptember 21, 1916, which restricts the export of skins from Eritrea other than Italian ports. This restriction has apparently resulted increased exports of Abyssinian skins direct to Italy during the st calendar year. The United States seems to have taken little irect interest in Abyssinian trade, yet approximately nine-tenths of he skins, half of the civet, and half of the ivory, as well as a large hare of the coffee exported from that country, find their way, via den, to America.

LARGE SHARE OF ABYSSINIAN TRADE WITH AMERICA.

While the three European nations previously mentioned have a heoretical advantage in political control of the principal trade routes to and from Abyssinia, and in having their own ships to carry imports and exports, an actual or practical advantage has not definitely developed. A large share of Abyssinian trade seems to have been with America, although in most cases indirect and by devious routes, carried on British, French, or Italian ships, and passing out or into ports controlled by these three countries. It is evident, therefore, that American manufacturers or exporters who may wish to do more business in the Abyssinian market will be at no other disadvantage under present conditions than the lack of direct representa-

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tion and direct shipping arrangements between the United States and the ports of entry or exit for Abyssinian trade.

The greatest handicap in the development of American trade in Abyssinia is the lack of a direct and reasonably prompt shipping service. The American goods that reach Abyssinia are usually reexported from Aden to that country via Jibuti. Aden is situated on one of the principal trade routes of the world and in normal times is a port of call for the steamers of many lines, including those which maintain a direct service between America and India. By these lines freight may reach Aden in 30 days from New York. American goods may also be sent to Europe for transshipment there to one of the lines running to the Far East, most of which stop at Aden if there is cargo to load or to discharge. All of these services have been curtailed since the war until at present there is practically no regular or dependable way of sending American goods to the Red Sea district except via India, which is highly expensive.

MERCHANDISE GENERALLY DISTRIBUTED THROUGH ADEN OR JIBUTI.

The general method of distribution of merchandise to the Abyssinian market is through houses established in Aden and in Jibuti. Some of these houses are in turn branches of houses in India or in Europe. There are no large business houses in Abyssinia that act independently of branches or representatives at Aden or Jibuti. The largest general commercial firm in Abyssinia is Indian. It does a combined import and export business of probably 4,000,000 Maria Theresa dollars per annum. It is understood that the bulk of the merchandise sold by this firm is bought by its head office in India and distributed through its Aden branch to the branches at the important commercial centers in Abyssinia. These Abyssinian branches of Aden and Jibuti firms in their turn distribute to the smaller retail merchants in Abyssinia. They all have branches at the market towns, and the traveling traders buy their merchandise for cash and pack it to the markets in the interior, where their principal business consists of bartering merchandise at the smaller market towns for coffee, skins, hides, civet, ivory, beeswax, and other country products. The traveling trader usually brings these commodities into the central market towns, where he auctions them off according to the local usage. The principal buyers are the representatives of the large importing and exporting commercial firms, already referred to, which import manufactures for distribution.

METHODS OF ENTERING ABYSSINIAN MARKET.

The best method of entering the market would be to interest these large distributing firms by sending out traveling salesmen with full lines of samples and with discretionary powers as to prices, credits, etc. Owing to the credit and other special conditions indicated previously in this report, it is evident that little of practical value could be accomplished by correspondence alone. Or if it were desired to compete in selling to the retail distributers, which would be a longer and more difficult method, but eventually a more profitable one, a branch house should be established at Jibuti or Dire Dawa, which

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should carry ample stocks of certain merchandise for prompt delivery. This branch might represent a number of noncompeting American firms in the cotton goods, general hardware, and soap lines particularly. Other lines could be carried as conditions warranted. It should also be prepared to export hides, skins, coffee, and other produce of the country.

A man in charge of such a branch house should also be capable of observing and developing possible orders for factory, construction, and other industrial machinery, for which there is a decidedly favorable potential market in Abyssinia. By a combination of noncompeting American firms such a branch house could be opened and established without undue expense to any one of them. The firms already established in the country might not, of course, look with favor upon a new competitor, and the question is whether or not the market would develop with sufficient rapidity in the future to supply enough business for a new competitor, with what he might be able to get from the established houses. The chances are promising that it would.

ADVERTISING.

Advertising is quite undeveloped in Abyssinia. There are no newspapers or other periodicals published that could serve as advertising mediums. For advertising among the importers and retail merchants catalogues printed in French, and samples of the merchandise to be introduced, would give the best results. Catalogues printed in English would be of some use. For assisting the merchant to bring his goods to the attention of possible customers, brightly lithographed signs or placards, following the idea of pictorial advertising, would be most useful. These signs or placards should convey the intended message or idea by illustration, as there is no printed language that the natives of Abyssinia would generally be able to read and understand.

CONCLUSION.

The Abyssinian market is an undeveloped one with great future possibilities. While the actual purchasing power of the people is quite limited, their potential purchasing power is important. Their demands have heretofore been confined to such actual necessities as food and clothing. Their food has mostly been produced within the country, as also has a small part of their clothing. As trade routes have been opened up they have come to know and appreciate foreign manufactured cotton fabrics. The first imports of manufactured goods into the country were unbleached sheetings supplied through the Aden market.

Owing to the preponderance of American unbleached cottons in the Aden market, the first goods of this class to come into general use in Abyssinia were of American manufacture. Other lines of cotton textiles were introduced until to-day the market takes, in addition to large quantities of the unbleached sheeting and drills, considerable quantities of bleached drills and shirtings, muslin, chintz, Turkey-red prints, and calico. With the exception of the unbleached drills and sheetings and bleached drills, American cotton fabrics are practically unknown in the market, and during the present year even the Ameri-

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can unbleached goods have fallen from approximately 60 per cent of the total imports to approximately 10 per cent. American manufacturers can and should at once take steps to recover their former lead in unbleached goods, and should at the same time consider the introduction of other cotton-textile lines while the market is still an open one. Abyssinia will not for many years reach the stage of economic and industrial development where the people may depend upon locally produced cotton goods, and as the demand is very plainly growing there is no doubt as to the value of the market.

Abyssinia is the best market for cotton fabrics in the entire Red Sea district. It is larger and richer than any other political division in the district, and has a climate which, to insure any sort of physical comfort, requires the people to clothe themselves much more elaborately than the climate of the tropical lowlands. As, for practical reasons, most of their clothing is cotton, the potentiality and permanency of the market for cotton fabrics are self-evident.

American kerosene has entered the market, and as the use of this commodity is rapidly growing the possibilities for the sale of appreciable quantities of it are attractive.

American hardware is known and appreciated. Among the hardware lines most in demand, which can be supplied from America, are sewing machines, lanterns, corrugated-iron roofing, simple tools, padlocks, hasps and staples, nails and screws, cutlery, and hinges.

Soaps, perfumes, and patent medicines are becoming important items in the import trade, and are articles in which American manufacturers can compete.

Among the American-made merchandise observed in the country were unbleached cotton sheetings and drills, kerosene, corrugated-iron roofing, sewing machines, lanterns, padlocks, soaps, patent medicines, shoes, raincoats, nails and screws, canned fruit, men's garters, and playing cards. So far as could be learned, practically all of these goods came into Abyssinian market through middlemen in India, Aden, or Jibuti.

In addition to the United States, the principal countries supplying Abyssinian trade have been Italy, England, and France. While present conditions have largely cut off supplies of manufactured goods from these countries, there are consuls and other trade representatives on the ground keeping in touch with conditions. American commercial interests are at present apparently neglected. The country that is at present most actively working the Abysinnian market is Japan, and it is practically a newcomer in the field.

American goods are known and appreciated, and an active and direct interest on the part of American manufacturers would at this time produce permanent and potentially profitable results, if a way can be found to deliver and guarantee the supplies of the goods which can be sold.

THE SUDAN.[1]

The Anglo-Egyptian Sudan, with an area of 984,520 square miles and a population of 3,000,000, is a vast country traversed by the two branches of the Nile, which unite at Khartum to form the Nile

[1] From "Cotton Goods in the Red Sea Markets," by Ralph M. Odell, Special Agents Series No. 71, Bureau of Foreign and Domestic Commerce.

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proper. In the north it extends to the boundary of Egypt; in the east to the Red Sea, Italian Eritrea, and Abyssinia; in the south to Uganda and the Belgian Kongo; and in the west to the French African colonies. Because of the marvelous rapidity of its social and economic development, the vast extent of its territory, the historic associations of Khartum and of Omdurman—instinct with all that is characteristic of native life—the Sudan arouses both the interest and admiration of the traveler who visits it.

In 1898 the country was taken over by the combined English and Egyptian armies and from that date the development of the country, in any real sense, began. At that time it was in outward appearance little more than a wilderness and a desert; trade was practically nonexistent, the natural resources of the country were untouched, tribal wars were frequent, and a white man who entered the country was in constant danger of his life. A convention signed by the British and Egyptian Governments provides for the administration of the Sudan by a governor general appointed by Egypt with the consent of England; British and Egyptian flags are to be used together; laws are made by proclamation; there is free trade with Egypt (but not with England), and the tariff on goods from other countries must not be higher than that of Egypt.

For administrative purposes the country is divided into 13 Provinces, the governor of each of them being a British officer of the Egyptian army or a British civil officer of the Government. The Provinces are further divided into districts, with a British inspector in each. There is a governor's council composed of the heads of the various departments—civil, financial, agricultural—and other high officials to assist the governor general in the discharge of his legislative and executive powers.

REMARKABLE PROGRESS IN RECENT YEARS.

The task that confronted the Government when the country was taken over was a monumental one. The inhabitants are of widely different races. In the north the Berbers and Arabs predominate; in the south one comes in contact with the African negroes, living as distinct peoples, with their own tribes, institutions, laws, and languages. The country still suffers from the effects of the old Dervish oppression which preceded the present administration and during which it was largely depopulated, while much land was abandoned, and trade ceased. To bring order out of chaos and to develop the resources of the country required energy, patience, and skill, and the wonderful results that have been attained in the past 15 years are a tribute to those who have devoted their best efforts to the task.

PACKING METHODS IN THE TRADE.

Most of the cotton goods come in bales of 200 to 300 pieces, with an oilcloth and heavy paper lining. Italian goods are generally put up with only 25 pieces to the bale. The importers prefer a medium-size bale with 125 to 175 pieces.

The center of the cotton-goods trade is in Omdurman, although some business is done in Khartum, just across the river. In the beginning the goods were brought into Egypt and resold by the im-

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porters there to agents or wholesale dealers in the Sudan, but an increasing amount is now being brought in direct from England and the Continent. The goods may either come to Alexandria and thence by rail and water to Khartum, or they may come via the Red Sea and Port Sudan. All of the cotton goods from India and Aden arrive by the latter route. Several of the dealers in Omdurman are branches or representatives of firms in Alexandria or Cairo, but they act more or less independently, and goods are shipped to them direct from abroad. It is advisable to have separate agents for Egypt and the Sudan, because a firm in the former country without good connections here can not hope to secure a large share of the trade. Moreover, the rehandling of the goods in Egypt necessarily adds to their cost.

The policy of buying goods from the importers in Egypt is mainly confined to those dealers in the Sudan who are unable to secure liberal terms of credit abroad. A considerable amount of business is transacted in this manner, however, by individuals who in the beginning are little more than peddlers. They purchase a small lot of cotton goods from Egypt and travel about the country selling from house to house. Later as the business grows they increase their orders and establish small shops in the various villages. One of the leading merchants in Khartum told me the story of a Syrian who had come to the Sudan and established himself in this fashion. At first he had only a few pieces of cloth which he carried about on his back. As his business grew he found the load too heavy, and he bought a donkey and used it as a pack animal. Later he built a cart out of cheap, secondhand material, and finally a wagon on which he carried a large quantity of goods. In time he began to set up small shops in the villages with his brothers or other relatives in charge, and to-day he is one of the most important merchants in the cotton-goods trade. Men of this type seldom appear prosperous or important to the observer, and yet they constitute a very large factor in the trade of the country. This is due not only to the fact that they become friendly with the natives and familiar with their tastes and requirements, but to the further fact that their expenses are small, their wants limited because they live very cheaply, and they are satisfied with a very close margin of profit. Hence they are able to sell at lower prices than a large firm with a more expensive organization.

There are, however, some large importers, and one of the leading cotton-goods firms in Omdurman is a branch of a firm in Manchester, with an Englishman in charge, and shipments are made direct from England. Other dealers who handle English goods either buy them from Egypt in the manner mentioned or direct from Manchester by correspondence with the exporters there. Up to the present time the Italian, Belgian, and German manufacturers have established their business through correspondence with individuals or firms in Khartum or Omdurman, but more recently Italy has begun to send out travelers to show samples and select good representatives. As a consequence of this policy and the extension of very liberal terms of credit, Italy's business is growing rapidly, and it is freely predicted by dealers that Italian gray goods will in time displace those of Manchester.

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CREDITS.

English goods when purchased direct are paid for by special arrangement if the house here is a branch of the one in Manchester, and in other cases on terms of cash against documents. Continental manufacturers sometimes demand cash, but more often, when they are satisfied as to the standing of the customer, they give three and sometimes six months' credit. In Port Sudan and Suakin the trade is in the hands of Indian merchants, who mostly represent Indian mills or shippers and buy for cash against documents or sometimes cash in advance. The dealers in Cairo or Alexandria who sell to the Sudan frequently give four, five, and six months' credit against acceptances.

While most of the business in the Sudan is on a credit basis, it would not be a wise policy for American firms to extend liberal terms except in the case of one or two importers whose financial standing is unquestioned, and the safest plan in the present state of affairs would be to sell on terms of cash in advance or against bank guaranty in London. As in most new countries that have been quickly developed, there has been a tendency among the merchants in the Sudan to expand too rapidly and to extend their credit beyond ability to pay. In the past few years this policy has resulted in a number of business failures, particularly among the Greeks and Levantines, who came to the country in large numbers after it was opened up, with the result that the Sudan was overrun with traders quite in excess of its needs. Moreover, many of them came with almost no capital and devoted most of their time to speculative enterprises. The result of the failures during 1912 has been to clear the commercial atmosphere and to weed out the less important and weaker firms and to establish business on a firmer basis.

SUGGESTIONS FOR SECURING TRADE.

The only effective method for American manufacturers and exporters to enter this market would be to establish their own branches or agencies in Khartum or Omdurman, with a representative from the home office in charge. Such a plan would hardly pay if the business were confined solely to the import trade, but if arrangements were made for the purchase of Sudan products, such as gum, ivory, senna, and hides and skins, for shipment to the United States, the undertaking would doubtless prove profitable. This is the line on which one of the largest exporters of cotton goods in America is working here, the branch at Omdurman buying ivory for export and bringing cotton goods into the country. Aside from cotton goods, the trade in the Sudan in any other article imported is not at present of sufficient importance to justify the establisment of a branch or agency. Exporters who desire to sell other articles can not do better than to work through the firms already located in Khartum and Omdurman.

LANGUAGE, WEIGHTS, MEASURES, AND CURRENCY.

Although there are many races in the Sudan—Arabs, tribes of Hamitic descent, Nubians, Negroes, and numerous others—each with its own dialect, Arabic is the most common language among the

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natives and most of the Europeans in trade (Englishmen, Greeks, and Italians) are able to speak it. It is also used in Government circles. But the commercial language, if it may be so designated, is English, and correspondence with firms here may be in that language.

No official system of weights and measures has been adopted up to the present time and the Government uses both the metric system and the local weights and measures. The native unit of land measure is the feddan of 1.038 acres. The rotl is equal to 0.9905 pound, and there are 100 rotls in a cantar. In weighing unginned cotton, however, the cantar of 315 rotls (312 pounds) is employed. Cloth is bought from abroad by the yard and is generally sold by the piece. In the bazaars and small native shops the diraa, or pic, of 57 centimeters (22.4 inches) is used.

The money of the Sudan is the same as that of Egypt, the unit being the Egyptian pound of 100 piasters (piaster is called "piaster tariff" or P. T.) and its equivalent in United States currency is $4.943. The piaster is divided into 10 milliemes. The Egyptian gold pound is not in circulation, but the notes issued by the National Bank of Egypt in denominations of £E100, £E50, £E10, £E5, £E3, £E1, and P. T. 50 are accepted in all official and commercial transactions. The English gold pound is very much used and is generally accepted at 97½ piasters and the French 20-franc gold piece at 77 piasters. It is only in recent years that the natives have begun to appreciate money and to accept it in exchange for commodities. In the remote districts trade is still carried on by barter, and beads, jewelry, cotton goods, ironware, and many other articles are employed in purchases and sales among the natives.

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CHAPTER V.

AGENTS AND AGENCIES.

INTRODUCTION.

he assignment of foreign markets to "agents" is the easiest way cquire that feeling of importance as a world producer. It can be a satisfactory way to become a world distributer. That de-ds largely upon the agent and the extent of the cooperation of manufacturer. A local representative, whether he be a salesman a merchant, if carefully selected knows the local trade condi-ns; he can secure credit information, make collections, adjust ms, direct advertising campaigns, and aid in many ways in ıting and stimulating demand.

The selections in Section I include a discussion of agency problems respect to price quotations, commissions, and contracts. Cautions granting agencies to foreigners and to agents handling competitive es are noted. The successful use of local agents is illustrated by tances cited in consular reports. The policy of granting "ex-sive agencies" to export merchants is discussed by exporters.

In lines where services, as well as goods, are sold, continuous local presentation is essential. In staple lines sold on small margin d subject to constant price fluctuation and when goods are sold by ole, local agents can be profitably employed. In distant and lim-d markets agencies are sometimes the most economical trade chan-ls. These selections do not cover the whole range of profitable use agents and agencies, but have been chosen to illustrate the above ints.

The selection on hardware markets in Chile is a continuation of e report presented in Chapter II. The emphasis in this selection placed upon the function of a local agent, and attention is called the important question of trade-marks in relation to agencies. a the automobile trade in Argentina the question of repair parts ıd service maintenance and its relation to the granting of an gency instead of the use of a traveling salesman are to be noted. he service problem is also important in the marketing of agricul-ıral machinery, but the question arises in Brazil as to the effect of he market conditions upon the profitable establishment of such ervice.

The problem of exclusive agencies in limited markets is illustrated y the selections on the marketing of cotton goods in Ceylon and of ıardware in the East African markets.

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Section I.—AGENCIES AS TRADE CHANNELS.

AGENCY PROBLEMS.[1]

Price is largely dependent on your merchandising plan. For example, I knew of one manufacturer who had but one price and that price was quoted to everyone outside of this country—wholesaler, retailer, and consumer alike—and he wonders why his business is not developing more rapidly.

I recall an incident in Sao Paulo, Brazil, where I knew a man who took the agency for that district of the line of a well-known manufacturer. He soon found that the price—which, by the way, was the best price this particular manufacturer gave—had already been given the wholesaler, retailer, and consumer alike, and it was quite impossible for him to represent the manufacturer at all, or even attempt to develop his business. So much in merchandising is dependent on price; for price governs volume, and it is volume that you and I are looking for in export.

You have a well-defined selling policy in this country. Then, why not establish one in export and do your business building along real practical lines that will give a permanent foundation to your foreign business? There is no one who can advise you offhand as to your policy in merchandising abroad without first making a definite study of your proposition and at the same time knowing intimately conditions abroad. A plan that I might definitely establish would possibly not be applicable to conditions in your line, but it might be suggestive. So I shall give you a little idea of just what I am doing and how it is done.

I am a firm believer in operating your own offices in London and Paris, and in normal times the capital city of the Hun, with resident managers who know and have been trained in these markets. It is, undoubtedly, true that a Britisher who has been brought up in London and knows conditions locally, as well as your own line, is in a far better position to produce real results for you than an American manager whom you might send there.

From these offices I establish subagencies under the direction of the general manager in London, or as the case may be. Do not become discouraged if for the first several years it costs you 75 per cent to operate these offices. While you can never hope to bring your operating expenses of these offices down to a point in comparison with your New York office, you can bring it within, at least, 5 per cent, for I have proved this in our own case. As a rule, selling expenses abroad are from 5 to even 25 per cent greater than they are in this country.

FACTORS GOVERNING A WISE CHOICE OF AGENTS.

The appointing of foreign agents is largely dependent on your general plan of merchandising. If such a plan would suit your method of distribution, I know of no better method of merchandising goods abroad.

No matter if he be from the United States or from a foreign field. find out the methods used by your competitor and who is selling his

[1] A. E. Ashburner, foreign-sales manager of the American Multigraph Sales Co., in Proceedings of the 5th National Foreign Trade Convention.

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goods. Should your competitor be represented by one of the best-known houses in a given country, it would be advisable for you to secure equally good connections; by so doing you would then place your line on much the same merchandising plane. However, smaller firms are sometimes more progressive and produce better results than some of the older and better established houses; but this is a matter of selection which must of necessity be left for you to decide.

The best method without question is to send your own man abroad to establish connections, where he can make investigations on the spot and help for a period of time in a sales way, take care of the proper classification of your goods in custom declarations with the help and assistance of your resident agents, and determine the proper packing and routing of your goods, as well as other details in connection with the marketing of your goods in that territory.

Many foreign concerns are now sending representatives here to make new connections. It would seem advisable in interviewing such representatives to secure as full details as possible in respect to these concerns. Do not be too hasty, but secure a type of concern that can produce well for you. There are many details to be carefully considered in appointing your representatives abroad. There are many reputable firms in foreign countries as well as many disreputable firms, just as there are in our own country, and the greatest care should be exercised in granting an agency.

You will receive many requests from time to time from concerns abroad who are desirous of representing you. In some cases it will be found that certain of these concerns are very respectable while in other instances they may be concerns of little or no commercial value. Many manufacturers have been exceedingly successful in appointing agents through correspondence, and such agencies have developed a large volume of business, but the same care should be taken in appointing agents in this way as would be given in the granting of your representation in general.

Only in exceptional instances do I consider it advisable to permit an agent to grant subagencies. It would seem always advisable to keep in direct touch with all your agencies, for only by such a method as this can you secure real results.

You should always keep in mind that it is wise to secure the best class of representation, for it is very unwise to keep continually changing your agency from time to time, as any real business building in export by you would then be lost to a very large extent. "Secure a good agent and stick to him" is a fine motto.

AGENCY CONTRACTS—GRANTING TERRITORY.

State in your contract form that you will protect your agent on any business going into his territory, no matter what way that business may go. This is a very important point and one that shows your agent that you will stand by him and will be appreciative of his efforts.

Foreign concerns have been known to accept agencies of two competing lines to stifle competition, giving a small volume of business to one manufacturer simply to keep him quiet, while for the other one a much larger volume of business is delivered. This is a matter that you must look out for, and it would always seem

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advisable to put a clause in your contract form that would protect you in such an instance, stating clearly that under no conditions should an agent handle a competing line of goods. Also, do not grant agencies to firms which are already handling too many lines. Specialized attention to your line should be required.

It has been found in a very large percentage of instances that consignment business is not advisable, nor can it be said to be profitable. It is practiced in a very limited number of cases, due largely to merchandising methods.

A letterhead will frequently contain very valuable data that one may use in estimating the possible value of a connection, for it often gives the names of concerns that the correspondent is representing, sometimes American, English, French, or Italian manufacturers. A letter addressed to such firms, asking them to give you in confidence a slight idea as to the ability, commercial or financial standing of the foreign house, will very generally bring a courteous reply that will prove exceedingly valuable.

As a general rule, when a well-known concern is applying for your agency they will give references, sometimes banking and at other times commercial; but in any case always secure refernces, and investigate carefully the concern you are dealing with. It has been found that many concerns which have produced exceedingly well for manufacturers have not had large capital. This is, of course, a matter that a manufacturer must carefully consider, for there are some concerns whose agents might not require large capital, while for others the case would be entirely opposite. Frankly, I would suggest that an agent should have ability as well as honesty; the capital will then take care of itself.

As a general rule an agent will endeavor to secure as large a territory as possible; in fact, some American manufacturers are often persuaded to give all South America, 13 countries, to one agent. Does it not occur to you that an agent must have an unusual organization and large facilities to handle such an expanse of territory? Frankly, I believe there is no one who could handle such a proposition, and I can only urge you to be particularly careful in granting a territory that would be so large it could not be successfully worked.

HELPING THE AGENT SECURE BUSINESS.

It is exceedingly difficult in the handling of some lines to sell goods only through catalogues. It is possible in exceptional instances, but it is vastly better for the agent to have a certain amount of stock on hand from which sales can be made. I have said before that I do not believe in consignment business; it would seem far more preferable to sell an initial order of goods that your agent could use as samples, from which to sell or for practical demonstrations, he to purchase this order on the terms you may grant him in your contract form.

To advise you as to the terms on which you should do business would be exceedingly difficult. The old-fashioned idea of doing business cash against documents in New York is, of course, a very sure way of securing money. At the same time there are many concerns who are doing business most successfully on 30, 60, or

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90 days' sight draft attached to documents against acceptance. On such a basis, naturally, one must know with whom he is dealing, and this means a very careful investigation on your part, and I can only leave it to you for your decision.

I would urge you, if possible, to have but one price to agents. It would seem best and most practical to quote f. o. b. cars New York. This does not mean delivered to steamer. All subsequent charges from f. o. b. cars New York are for the account of the buyer or your agent.

Give your agent plenty of good advertising matter and provide it free of charge in such quantities as may be mutually agreed upon, his imprint, name, and address to be put on such advertising matter. Naturally, it is advisable to put it in the language of his country.

I do not believe in long-term contracts except in very unusual instances, and I consider that it is always wise in making contracts to draw them in such a manner as to make their performance on conditions that may permit of their cancellation in a given period of time. At best this is nothing more than a piece of paper that simply expresses what you expect of your agent and what he expects of you. It should never be a long-drawn-out contract, but short, concise, and to the point.

Do not permit your agent to register your trade-mark in his name. Have your own patent attorney do this. It seems very essential to me that this matter be given very careful attention.

Appointing agents is one of the easiest things you can do, but to see that they successfully produce for you is quite another matter.

Now, your problem is to help and assist your agent in producing for you. First, secure his confidence. Give him all the pointers in a sales way you can. Show him that you not only preach cooperation but cooperate in a most practical way, and do not be too hasty in thinking that he can secure too great results in a short space of time. Have confidence in the man who is working for you, and above all things give him your best deliveries. Then look for results.

CAUTIONS IN GRANTING AGENCIES TO FOREIGNERS.[1]

It is common knowledge among experts in foreign trade that certain middlemen have made it a practice to secure the distributing agency of an American manufacturer and use the knowledge gained thereby to imitate our goods and secure the secrets of manufacture and business method in order to supply goods of an inferior quality made in Europe. In certain quarters this practice has been so marked that they are known as "danger points." The plan is simply to keep the American agency alive on a fairly active basis, and use it as a cover for supplying European-made goods at lower prices.

It is therefore important that, aside from credit information, American exporters should have close information on the agency question. Large numbers of general and local agents are now open for engagement. Many of them are quite familiar with American goods, but owing to the prevailing middleman system they are generally deficient in knowledge of American methods, having had but

[1] From The Americas, Vol. I, No. 3, pp. 32–34.

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little if any direct contact with the manufacturer in the United States. These agents afford one of the best opportunities of the present situation for American exporters to get into good territory. Credit information concerning such agents can be had without difficulty, and with the present condition of business a good many such agents would undoubtedly visit the United States and discuss matters at the factory.

Aside from the foregoing, it is necessary that the American manufacturer desiring to create a direct connection with foreign agents should have in the territory some representative who will keep a constant eye upon all agents and be in constant touch, not only with the physical conditions in the agencies and with their sales, but with the relations of the agents with their banks and their standing with their bankers. This is an entirely feasible plan, and can be worked by a general representative selected by groups of such manufacturers as can not afford or do not wish to maintain an individual representative abroad. There is no reason, in other words, why the American manufacturer can not adapt to his own use the credit system originated by certain European manufacturers to their very vast profit while keeping himself constantly protected.

SELECTION OF AGENTS BY CORRESPONDENCE.

Particularly to the new American exporter—that is to say, the manufacturer who for the first time decides to go outside of the United States for distributing the products of his factories, a word of caution is necessary as to the selection of agents. Nothing is easier than to secure the names of would-be agents by simply addressing a letter to some public officer, or by answering an advertisement in some trade journal. Especially toward the close of the war there will be found an immense crop of agents making their appearance, nearly all of them being entirely new men and without any responsibility whatever. In the past many new American exporters have suffered embarrassment and losses through the selection of such agents without any regard to responsibility. A long study of this subject made by the writer has disclosed a surprising carelessness on the part of manufacturers who simply get the addresses of persons desiring to act as agents and attempt to make a successful connection with them by correspondence.

Manufacturers should know that no such correspondence can result in anything but failure unless it is undertaken with the greatest care and by expert hands. No names of agents should be considered until something is known about the individuals. No letters should be written to applicants until some knowledge of a more or less direct character is in the hands of the manufacturer. It would be better if manufacturers would decline to enter into correspondence, or to send out samples of their goods, or to undertake sales to such persons, even for cash. Such sales are always in small quantities, seldom more than $50, and they rarely lead to larger business.

PERSONAL SURVEY OF FIELD IMPORTANT.

The inexperienced manufacturer should withhold from entering the export field until he is ready to enter it with the assistance and adv[illegible]e established and thoroughly organized intermediary.

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He can make a preliminary study of any particular field by reading the reports of American consular officers, and with the information which these reports convey can make up his mind whether or not any given territory is attractive to him. If it seems attractive, he should then seek the assistance of some well-equipped expert.

In every case where the new exporter wishes to make a successful agency arrangement he should put actually on the the ground a member of the firm or a high officer of his organization, if he can afford to do so. This special representative should make a direct study of the territory, and he should not be sent out unless he can speak the languages of the countries where he is operating. The use of interpreters for this business is highly disadvantageous. The sending out of such a special representative to make a study of any particular field is an expensive operation, and manufacturers who can not afford such an expenditure should not attempt to make their connections by mail, but should entrust such service to some properly equipped intermediary.

It should further be noted that a common incident in the export trade is for persons to advertise themselves as agents in order to draw out correspondence from American manufacturers, these persons being nothing more or less than commercial spies acting for our foreign competitors. The work of these secret representatives is very broad in its scope, and they frequently come into possession of invoices and correspondence sent out by inexperienced American manufacturers in places where their influence would be least suspected.

CAUTION RECOMMENDED FOR SOUTH AMERICA.[1]

A form of impatience that has injured our trade and national status is the prodigality with which American products are intrusted to foreign representation. The observant visitor in the South American countries notes the extent to which foreign firms advertise as sole agents of American equipment, but he will look in vain for the reverse case. It is true, for the reasons already stated, that American firms are not established in all markets, but our care must be to correct and not perpetuate the omission. The practice of foreign representation for American equipment obtains, nevertheless, where some other reason must be found—usually a service proffered at a nominal, charge, if any, in order to get a footing or gain control of a stable or exclusive item of American trade which can be used as a lever to progress business in competing items of other origin. It is a reflection on Yankee shrewdness when interests which it protects are left under hostile care. However secure their position may be, whenever they come into competition with the national interests of the appointed agent, sacrifice ensues. Instances abound in which purveyors have discriminated unfairly against American products for which they held an exclusive agency, and in favor of foreign lines of which they were also representatives. Every separate article so handled constitutes a hardship and prejudice to the cause of American commerce, inasmuch as in proportion to its

[1] G. L. Duval, of Wissel, Duval & Co., in Proceedings of Fifth National Foreign Trade Convention.

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importance it assists the sale of other articles. Instances are in evi dence where American trade-marks have been appropriated and th agency of American equipment acquired by a firm holding at th same time the agency for competing equipment of home production

AN ARGUMENT AGAINST EXCLUSIVE AGENCIES.[1]

During my trips to South and Central America and the Wes Indies I have noticed that some of the leading American manufac turing concerns grant exclusive agencies in these countries. No only is this system entirely to their disadvantage, but in many occa sions they have lost immense business on account of being confine to a single concern. It is obvious that two men can do more busi ness than one; hence, in granting exclusive agencies it means tha manufacturers are handicapped as far as their firm is concerned i the territory where these agencies are given. Sometimes they neve try to investigate regarding the financial standing of their agent before granting these highly unprofitable, exclusive agencies, an should the agent go into bankruptcy, the business is spoiled for yea to come.

A general agency instead of an exclusive agency under certai conditions will undoubtedly increase the business of manufacturer who are dealing in Latin America. I have already established i several countries these general agencies for some of the best Ameri can concerns under the following conditions: Privileges wer granted to one of the best-known establishments to act as a genera agent, to advertise himself in such capacity, and to do a genera propaganda in behalf of the manufacturer. The general agent wa supposed to advertise in local papers and several other practical me diums at his own expense.

Direct commercial relations and accounts were established betwee the manufacturer and general agent, and at the same time the firs party reserved the right to establish as many dealers as he desired i the territory where general agencies were given; but in every instanc to allow the general agent a certain commission on all goods sold t other parties. It can be readily seen that under this agreement th manufacturers are not confined to one single concern, as in the cas of exclusive agencies.

This method will please every large South American concern, an under every circumstance increase the demand of any article, for th simple reason that, more dealers handling a certain article, there i more advertising and more demand. These privileges, as a rule, ar granted for two years, after which time it is up to the manufacture to renew or cancel the contract. During one of my recent trips in South America I established in two of the leading cities of a certain country two general agents, one of them acting in the northern part and the other in the southern part of the country. The result was that the manufacturer did more business in one year than during the previous seven years of his unsuccessful schemes.

It is of vital importance to manufacturers who contemplate en larging their export trade to Latin America to establish direct rela-

[1] Marcos J. Trazivuk, foreign representative of the L. E. Waterman Co.

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n those countries, as naturally the manufacturer will take more st in educating a dealer in his line than a commission or export who are handling as many articles as they can put their hands t is true that our exporting and commission firms have largely ıp the export business in foreign countries, but they are not by ıeans in a position to push the business as is the manufacturer lf.

fortunately, the majority of the American manufacturers would : deal with some exporting concern in the United States for the of getting cash on delivery. This is one of the serious mistakes ı is keeping American people out of the South American trade. ıust take into consideration that 95 per cent of the business in orld is transacted on credit, and there is no reason in the world we should not extend credit to South America just as we are ding credit to China and Japan.

GENERAL AGENCIES FOR LATIN AMERICA.[1]

e Barranquilla consulate has again received evidence of the re of certain American manufacturers and exporters to consider ı America, in its relation to North American trade, as a num- of distinct countries, instead of one whole to be viewed from ıos Aires or Rio de Janeiro. The importance of Buenos Aires e Argentine Republic is so evident as to need no discussion. Its ortance to the commercial interests of Colombia, even as a dis- ıting or jobbing center, has yet to be demonstrated. Its distance ı Barranquilla, Colombia's principal port, is about 6,000 nautical s, and there is no exchange of commodities between these two ts. New York City, however, is only 1,800 miles from Barran- la, with well-established, regular steamship connections.

letter was recently received from the foreign department of an ortant manufacturers' organization in the United States in which statement is made that "these people have an agent for all of th America located in Buenos Aires, to whom they are referring sketch and specifications submitted by the Barranquilla house."

MISTAKE TO ESTABLISH ONE AGENCY FOR ALL LATIN AMERICA.

his consulate feels it necessary again to call the attention of nufacturers and exporters to the fallacy of a policy that would uire the customer in Colombia to pay commission tribute to a ıeral agent in Buenos Aires. This holds good with regard to lombia, Venezuela, the Guianas, Ecuador, Peru, and the West lies. In fact, the writer is convinced that the establishment of lusive general agencies in any one Republic of Latin America th a view to doing business therefrom even with neighboring publics is an error. Such action reduces the house's business lius to that small district within easy reach of the exclusive general ent's local place of business. It virtually destroys any chance the use might have to do business with others of the 20 Republics of the estern Hemisphere. Each country feels itself sufficiently impor-

[1] Consul Isaac A. Manning, Barranquilla, Colombia, in Export Trade Suggestions, Miscellaneous Series No. 35.

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tant to merit the establishment of a general agency within its own borders, or to have its field left open to do business direct with its natural trade-connection point, which in the case of Colombia would be New York, New Orleans, etc.

Before establishing agencies in any part of Latin America every house should carefully study the map of the country where the agent is to be located, and grant him the field which by natural routes and for natural reasons he can cover, and nothing more.

No New York exporter would establish a general agency at Bombay to supply tools and implements and cotton goods to Yokohama, yet the distance from Bombay to Yokohama is probably a little less than that from Barranquilla to Buenos Aires. Moreover, there are regular lines of steamers between Bombay and Yokohama.

Americans must discriminate between Latin America as a whole and the various Republics composing it. This is an important point in American trade propaganda and should be driven home to every merchant and manufacturer of the United States.

THE EXCLUSIVE-AGENCY QUESTION IN HONDURAS.[1]

The question of exclusive agencies for Honduras brings up a matter that should be given more than casual attention by American houses wishing to extend their sales in this Republic. The broad offers made by some American manufacturers and exporters in these days of keen desire to enter the foreign market seemingly indicate that the physical conditions of this country are perhaps not well enough understood.

Honduras is about 375 miles in length east and west and about 125 in average width. The area of the Republic has been compared to that of the State of Pennsylvania. It is possible that this comparatively small area leads Americans to believe that quite an interchange of commercial transactions between different parts of the country is possible. This is an erroneous conclusion, for the country is rough and mountainous pretty much throughout its length and breadth.

THREE DISTINCT TRADING DISTRICTS.

There is a natural division into three important districts, with some few towns serving as a base from and to which commerce flows. The Pacific slope, fed entirely through the island port of Amapala, has for its centers of commerce the subport of San Lorenzo and the interior towns of Tegucigalpa, Choluteca, Comayagua, San Juancito, Juticalpa, etc. Practically no shipments go north of the fifteenth parallel of latitude from these centers. The north coast with tributary country towns falls into two districts: The eastern half may be said to extend from the Mosquitia coast to about the town of Tela, and this may be called the Ceiba district after the principal distributing point in the district. The western half comprises that section of country extending from Tela westward to the Guatemala boundary and will be known as the San Pedro district after its prin-

[1] Consul John A. Gamon, Puerto Cortes, Honduras, in Export Trade Suggestions, Miscellaneous Series No. 35.

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cipal distributing point. From San Pedro commerce extends to the towns of Santa Barbara, Santa Rosa de Copan, and Trinidad.

The trip from Puerto Cortes and San Pedro to Tegucigalpa consumes from 5 to 7 days on mule back and is so wearisome that many prefer to go to Tegucigalpa by way of Guatemala and the port of Amapala on the Pacific side of Honduras. A minimum quantity of packing is done between the San Pedro district and the Pacific slope district, and it may well be said that there is no true commercial connection between the two sections. This condition can not be expected to change until better roads or a railroad shall traverse the country north and south.

The Ceiba district is cut off from Tegucigalpa and interior points by high mountains and difficult trails. The Ceiba and the San Pedro districts are likewise at present quite separate and distinct; small sailing vessels serve as the only means of communication between the two sections. Railroad connection between the east and west of Honduras has not yet been made. Practically no houses have branches in other districts and but few have agencies.

ONE AGENCY FOR WHOLE REPUBLIC NOT ADVISED.

With these points in mind, it seems, generally speaking, poor policy to offer an exclusive agency to any one person or firm. While some houses here seek such privilege, it is considered detrimental to the proper advancement of sales. The question, What facilities has a house for selling goods in other parts of the country? is quite pertinent and should be satisfactorily answered in negotiations for an exclusive agency for the whole country.

The above outline is given, not to solve the problem of agencies in Honduras—for it is recognized that probably each line has its own peculiarities—but rather to impress upon American manufacturers and exporters seeking to extend their sales in this country that the distances in Honduras are considerable and the means of communication between the different districts of the country are not well developed. Without intimate touch between buyer and seller, expected sales can not be realized. For most lines and with most houses it is believed that not less than two agencies for the country would bring more satisfactory results than an exclusive agency to one party.

MANUFACTURERS' AGENTS IN SOUTH AFRICA.[1]

Several determined efforts by local manufacturers' agents to establish American trade connections have been made recently through the medium of the Port Elizabeth consulate. Most of the agents operating extensively in this district have exclusive-agency rights and receive a commission of 2½ to 5 per cent on all sales made in their territory. If the commission is but 2½ per cent the manufacturer frequently assumes part of the traveling expenses, sample transportation, and advertising.

The South African commercial traveler is subject to far more expense in proportion to distance covered and commercial calls made

[1] Consul E. A. Wakefield, Port Elizabeth, South Africa, in Foreign Trade Suggestions, Miscellaneous Series No. 35.

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than is the American road salesman. Railway fares are higher, the distances to be covered are longer, and when obliged to travel by motor car or cart the expense is a noticeable item. When several firms are represented by one traveler it is not unusual for each firm to contribute toward traveling expenses.

AGENCY ARRANGEMENTS.

Business connections and a knowledge of the trade and country, combined with selling ability, comprise the stock in trade of the manufacturers' agent. Consequently agents are unwilling to furnish the names of purchasers when trial orders are given. If the manufacturer learns the name of the customer, future business might be conducted without the assistance of an agent unless an agreement had previously been entered into. These are the generally accepted theories of the local manufacturers' agents.

The agent usually asks for a yearly agreement covering certain territory, with option of renewal if business is satisfactory. Orders are forwarded to the manufacturer, the name and address of the purchaser being given, with shipping instructions. The seller then draws upon the purchaser in payment for the merchandise. It is the idea of the agent to have as little as possible to do with the financial part of the business. Agents are usually quite satisfied to have commission accounts adjusted quarterly or half-yearly.

American manufacturers should note that these agents not only sell to the up-country general trader but very frequently sell lines to the big importing houses here, including those maintaining London offices. Being in touch with the trade at all times these agents are often able to take advantage of unexpected developments or opportunities in commercial lines.

NOT A CANVASSER.

The manufacturers' agent should not be confounded with the canvasser. There is no resemblance whatever. He is a commercial traveler pure and simple, but representing manufacturers exclusively as distinguished from jobbing houses. One prominent agent applying for American agencies through this office has had several replies soliciting his services as a canvasser.

Agents prefer to have the selling price fixed by the manufacturer. Several propositions have been received stating the American selling price and suggesting that the agent add to that price a profit or commission. This does not appeal to established agents accustomed to working on a straight commission basis.

Summing up from the standpoint of the manufacturers' agent the principal requirements are these: (1) Exclusive agency and territorial rights; (2) commission, based on manufacturer's selling price paid for all sales in specified territory; (3) samples provided and owned by manufacturer, to be accounted for when sold; (4) drafts in payment of orders to be made upon customer; (5) prompt shipments; (6) preparation and packing of goods in accordance with instructions.

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SELLING GOODS THROUGH LOCAL AGENTS.

TEXTILES IN ARGENTINA.[1]

Textiles are imported and distributed in Argentina by about 10 large first-class houses and a large number of smaller houses, all located in Buenos Aires. The larger establishments maintain purchasing branches in the textile manufacturing centers of Europe, Manchester, Milan, and Hamburg. The larger Buenos Aires houses buy little or nothing here, because their European buyers are in a better position to compare prices and judge the quality of the output of the various factories. Contrary to general supposition, these houses are not bound, except by long custom and the belief that it is more to their advantage, to purchase from the European manufacturers. If the American manufacturer can convince them that it will be to their advantage to buy in the United States, there is no doubt that they will establish their purchasing agencies there. The manager of one of the large local houses recently stated that his Manchester representatives would probably go to the United States to examine goods there. Another manager who recently returned from an unsatisfactory trip to Manchester is now contemplating a visit to the United States in the interest of his house. Some of the smaller houses also are represented in Manchester, but most of them order through the Buenos Aires representatives of European manufacturers. These men receive samples from Europe and take orders on a small commission, stated by some to be only 1 per cent. Small houses also buy from the larger local importers.

It is the rule that importing houses owned by foreigners, or persons of foreign extraction, buy largely from their own countries, i. e., Italian firms from Milan, Spanish firms from Barcelona, etc.

Various plans have been suggested as practical for selling textiles in Argentina: (*a*) Periodical visits to the trade by a traveling representative; (*b*) The establishment of branch houses in Buenos Aires by a large North American distributer, or by several, interested in noncompetitive line of textiles, to carry stocks and compete directly with the large houses already established; (*c*) permanent representative in Buenos Aires, with no stock, but in constant touch with the trade; (*d*) efforts to induce importing houses to send buyers to the United States.

(*a*) Periodical visits to the trade by traveling representative do not seem to have been the practice in the past. This should, however, be the first step taken by North American manufacturers to determine the possibilities of the market. This representative should be more of a student of conditions than the ordinary salesman; should understand the technic of his line, not only from the commercial but also from the industrial standpoint; should come here not with the idea of selling, but of learning, and of making connections for future business. He should be equipped with a knowledge of the country's language, but that is not as important as other qualifications mentioned; and above all he should be tactful and courteous and understand how to win the respect and confidence of the people with whom he is to deal.

[1] From a report on "Cotton Textiles in Argentina," by a commercial representative of the National City Bank of New York.

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(*b*) The establishment of branches is probably most suitable for the large-scale production methods of the United States and its advisability is dependent upon the number of lines of textiles in which the North American manufacturers decide they can compete. If they find that the prices of most goods they produce are too high, it will not be warranted, but if they find competition in many lines possible, it will relieve the manufacturer's goods of many of the detailed expenses to which they are subjected by passing through various hands. For example, it would not be necessary for the manufacturer to make up the special case assortments ordered by the individual customer, but he would be enabled to confine the contents of each case to one design, leaving repacking to the branch house, to be done in accordance with the requirements of the various customers.

The competition of the large houses here is keen, but as they have no fixed clientele, a branch of a North American house would have an open field in this respect.

(*c*) The appointment of a permanent representative has recently been effected by one northern manufacturer. It presents all the advantages of employing a traveling representative, is a comparatively inexpensive method, and is one that has been followed for a long time by many European manufacturers. An important objection to this, however, is that the large Argentine importers refuse to deal with any representative collecting a commission on sales. They will deal only with the manufacturer direct.

(*d*) The last suggestion would involve no risk on the part of the manufacturer. Argentine purchasing agents in the United States, familiar with the requirements of the Argentine trade and with the prices of competing manufacturers would be equipped to judge of qualities, designs and prices that will satisfy the importer and the consumer. This plan, however, depends upon the manufacturer's being able to convince the importer that he has something that he wants, upon his being able to offer him some inducement to send his representative to the manufacturer. This could undoubtedly be accomplished best by means of the traveling representative, sent here to study the market and make connections.

The foregoing suggestions as to the manner of getting into direct touch with this market are only for the large North American manufacturers who wish to devote special attention and capital to their export trade. Above all, the fact should be impressed upon our manufacturers of cotton textiles, as well as of other goods, that this market is not one that they can enter by direct methods, unless they have sufficient capital and are willing to go to the expense to do so, along lines similar to those suggested. Otherwise they must utilize the agency of some established and responsible export concern of which there are several in the United States, thoroughly familiar with the export trade, maintaining agencies and representatives throughout South America.

EXAMPLE OF SPECIAL EDUCATIONAL WORK.[1]

We have had an experience that has been very satisfactory to us, where we have been able to combine a knowledge of the language and

[1] C[illegible] mans & Cobb, in Proceedings of Fourth National Foreign Trade

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of the goods. We had been doing business in South America through an exporting house, but this was not satisfactory, because we were in competition with houses who were selling direct, when a young commission man in Argentina came to us, telling us that he had heard a great deal about cooperation at this end, and if he could secure our line to handle direct he would cooperate with his principal competitor in Argentina to the end of combining forces, spending a good part of his time while in this country in learning the methods, etc., and securing the goods, while his competitor disposed of them at the other end. He was anxious to secure goods for the shoe trade only. We were very glad to take him up on this proposition, and brought this fellow to Boston, took him to our mills, introduced him to our superintendents and foremen, so that he could explain to them the necessities for having the goods put up just as the South American man wanted them. He explained to us just what they wanted, with the result that we have been able to put up the goods properly. We have packed them right, and I think we have sold them right. He has a thorough knowledge of the merchant, the language, and the methods of doing business in South America. He spends about two months in South America each year, comes back to us, and gives us the benefit of his experience there.

GRANTING AGENCIES TO EXPORT MERCHANTS AND COMMISSION HOUSES.

FACTORS FAVORING COMMISSION HOUSES.[1]

"Should exclusive sales arrangements be made with export commission houses?" Now, there you have a poser. You hear all kinds of stories, all kinds of criticisms, and all kinds of agreements and disagreements. I think I can speak for commission houses as a whole, and I am going to say "Yes" and "No"; yes, if the house is in a position to handle your goods; no, if it has no possible chance of doing business for you in its territory; and remember, gentlemen, that the majority of reputable commission houses do not want your agency unless they know, or feel morally certain, that they can sell your goods. Bear in mind that when they do take your agency, in a great many instances before they so do, they already know where they are going to procure some orders for your product, and have in mind one, two, three, five, or more buyers, in just as many different parts of the world, every one of whom should purchase your goods. Often an agency is taken to protect a customer for you and divide the territory up into such portions as will get the best results out of it. Each house has a different position, some are general, some are specific.

The question has often been put that a big house will not take care of your interests and will not bother with your goods. Ten or 12 years ago the large house had its representative, and that representative made arrangements with a big importer to buy four or five hundred lines, all purchased in America. To-day, because of conditions in the trade, those same houses have had to establish branch houses and put in salesmen and representatives and they

[1] R. W. Grout, president of Essex National Bank and editor of Exporters' and Importers' Journal, in Proceedings of Fourth National Foreign Trade Convention.

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have to follow up their trade because of various kinds of competition. Many importers who buy can openers and monkey wrenches also buy a variety of other lines that the commission houses want to take orders for, and a representative desires to sell the importer just as many goods as he can, because it is the volume of business on which the house makes its money.

Ten years ago the orders came in two, three, or four times a year. They were large. There was plenty of time for you gentlemen to fill them. With competition, steamers have come in, and orders are received monthly. If a house believes that it can handle your goods, and it is a reputable house, it will do its best to secure orders. I don't believe it will take your agency unless it is normally sure that it knows where it can find a market. It is up to you to help get that market, and you can use the commission house in its specific territory and arrange otherwise for a different territory and the aggregate of your export trade will greatly increase in connection with your efforts and those of commission houses handling your goods. Such houses do everything reasonable to be demanded of them and you get your cash in 10 days. Call on the commission houses, see each of their departments, but go prepared to give them the same consideration that you would give a jobber across the street or the big dealer down the road.

FOREIGN RESIDENT AGENTS RECOMMENDED.[1]

Export commission houses having sales and distribution facilities in given foreign countries are factors in the accepted economic sense; others are valuable as adjuncts, and have a proper and profitable sphere as such. But to grant to any middleman a sole sales agency when he can only broadly reach a market through another middleman is taxing goods, already heavily taxed with freight insurance and tariffs.

Experience and observation teach us that a manufacturer going after a foreign market should have foreign resident agencies. By that method only can a wide distribution of goods be secured; by that method only can credit problems be broadly and safely handled.

The solution of the credit question lies in its elimination. Concern yourself strictly with the credit of your agency, general or local. Let your agent on the ground solve local credit problems. He can do that in a far better way than you can; he will do it at his own risk, not yours; and he can obtain for you a broad distribution of goods—a distribution important in the aggregate, but in detail too small as a basis of business for either you or the consumer to bother with.

The resident-agency plan, whether that agency be branch house, United States export commission house, or straight importer and distributer, is the only plan which spells scientific distribution and complete success. Partial success is not wanted. Therefore I say secure resident agencies.

I have just secured from Argentina the names of about 600 United States manufacturers, who there have resident agencies, together with the names of their registered agents. That is evidence. Show me a

[1] A. G. Glover, in Proceedings of Second National Foreign Trade Convention.

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nely successful exporting manufacturer, and I will come very
howing you a house that employs foreign resident sales agencies
basis for its business. Any manufacturer, however small, can
e desirable agencies and banking facilities which will give him
cash. I see it done every day. I know how to do it.

A LATIN AMERICAN POINT OF VIEW.[1]

vo methods for our people to do business here readily suggest
iselves. One is to establish a permanent sales agent, on com-
ion or salary, or both, run all the risk of the extension of credits,
sell to all parties that the agent considers good at the best terms
retailer, and sell on special terms to the largest wholesale im-
ing firm, which buys in large quantities and has to have a margin
distributing to retailers. The other is to make arrangements
one of the large existing importing houses, and to give the latter
usive representation on commission, consignment, or whatever
be agreed upon as most convenient to the contracting parties.
the former method better prices would be realized and larger sales
le, it being always understood that our people shall be careful in
choice of a pushing and conscientious agent to represent their
rests; by the latter there would be less work and less risk.
t is my opinion that with branch American houses, conducted by
sons or partners of the large merchants, and located in the largest
es of Venezuela, where our goods could always be kept before the
ple and direct acquaintance made with the merchants of this
ntry, a much larger trade would be assured and upon a much safer
is. England, Germany, France, Spain, and all the leading coun-
es of Europe have their branch houses located in nearly all the
ies of South America, with some member of the firm or the sons of
members of the firm in charge. They know who are honest, who
safe, how much goods to sell, how long a time to grant, and they
e where they can watch the dishonest and look after bad debts.
hen we want this trade as badly as Europe seems to want it, and
ll put forth the same effort for it that England and Germany do,
ing more conveniently located than Europe, and with a strong
iendly feeling among the people toward us, the greater part of
is trade will be ours.

Section II.—AGENCIES IN SELECTED MARKETS FOR SELECTED LINES.

FUNCTIONS OF A LOCAL AGENT.

CHILEAN MARKET FOR HARDWARE.[2]

Not long ago an acquaintance of the writer desired to purchase a
ertain well-known article manufactured in Europe. He wrote to
he manufacturer and asked for quotations, but was advised to con-
sult the latter's local representative, whose name and address were
given. The client requested the concern mentioned to quote prices,

[1] From Special Exposition Bulletin of the Bureau of American Republics.
[2] From "Hardware Markets in Chile and Bolivia," Miscellaneous Series No. 41, Bureau of Foreign and Domestic Commerce.

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and was informed that the supposed representative had never heard of the article nor the manufacturer. After insisting, and showing the correspondence, the client was asked to go to the basement with the office boy and look at the catalogue file. He found the catalogue, and one of the clerks then looked through the files and found a letter from the manufacturer of several years back, in which he mentioned sending the catalogues and stated that he was glad to be able to give the firm the representation. What had happened? Probably the export house had indicated its interest in the article and had requested information, stating that, at the time, it might be able to dispose of some of the product to advantage. The manufacturer, eager to secure foreign business, assumed wrongly that he had received an offer of permanent representation, and left the matter entirely in the hands of the supposed representative. There was no apparent lack of good faith on the part of anybody. Undoubtedly the same exporter had asked bids from more than one factory in the same line, and it is not impossible that more than one factory has the idea that it is being represented. Reliable reports are received by the writer from time to time that certain firms in this or that country or city are the "representatives" of 200 or 500, and in one case of 800, manufacturers. In many cases several of the factories are competing, either in their own country or in foreign countries. The advantage of being represented by a person or firm that at the same time represents three or four competitors is not obvious, though it might, to be sure, eliminate competition for the representative.

The writer knows of very few export houses that really *represent*. He knows of many that buy and sell, and he has never known a firm of consequence to say it represents when it does not. The difficulty seems to be the assumption on the part of the manufacturer that he is represented merely because he is asked to furnish prices for the purpose of resale or the filling of foreign orders. He may not in all cases think that he is represented, but he is usually so anxious to be that he will force his attentions on the export house, will not give up hope, and will do absolutely nothing that might in any way interfere with the commission firm that has placed an order with him. In the event that no orders reappear, he is likely to think that there is no market.

EXPORT HOUSES THAT DECLINE TO "REPRESENT."

The writer has at times attempted to interest certain firms in taking on the representation of manufacturers located in the United States. He has been informed that the houses in Chile could not do this because they had too many representations already or, in some cases, preferred not to represent anybody, but to buy and sell, handling the credits in Chile themselves. Before one criticizes such firms it would seem proper to analyze their motives in accepting, or appearing to accept, so many agencies. In many cases they do not intend to act as agents, except when a buyer presents himself to them, and do not pretend to solicit orders. Often they do desire to have as many catalogues and price lists as possible, in order to make a selection of the merchandise and increase their profits to the utmost. They will buy and then put the price at a competitive figure

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l sell. The great difficulty among the manufacturers of the United ıtes seems to be to learn which are commission houses or brokers, ıich are importers and exporters handling direct sales, and which ɔ merely selling agents working on a salary or commission.

FUNCTION OF COMMISSION HOUSES IN RELATION TO CREDITS.

During the past few years American manufacturers have shown increasing willingness to extend their trade on the west coast of ›uth America by sending to that part of the continent (at relatively 'eat expense to themselves, when one considers the amount of busi- ːss available) representatives who, at the moment of what appeared be the brightest prospects, have been exceedingly embarrassed ɾ their inability to make the necessary arrangements to carry their ːgotiations to a satisfactory conclusion.

It may fairly be assumed that almost any manufacturer is desirous ɛ extending his business in Chile, but suppose he does not know the lient and has no means for the collection of the account? He is ıen forced to do one of two things: Either (1) ask for payment gainst shipping documents or (2) seek the assistance of some local ommercial house that will assume the financial risk—in other words, urn his business over to an agent after he has received the order. This last is done very often, and it constitutes the means by which nuch American business has been closed. This fact surely does not ndicate that the position filled by the agent, commission house, or ːxporter—whatever he may be termed—is an unnecessary adjunct to American commerce. So long as the American manufacturer can ıot carry the risk, or will not give customary credit, or is unable to liscount his bills or sell his notes from the South American west coast, the export house will inevitably thrive and fill a want. Its elimination would certainly be keenly felt until some other method of financing sales could be carried out.

EFFORTS TO SECURE AN EFFECTIVE SELLING FORCE.

After the manufacturer has obtained one order and turned it over to the new agent he sometimes thinks that he is then permanently represented and that his interests will be taken care of in the future. He may have made an agreement providing that all his collections are to be so handled and that any orders for his goods that may be placed with the commission house will be sent direct to him in the name of the latter. But that does not by any means imply that he is represented by a selling force unless he has made a special agreement to that effect. Much time may elapse and no more orders come; finally the manufacturer may give up all hope and tell his associates that he can see no good in spending any more money in the west-coast territory. In this attitude he may or may not be justified. If the foreign representative is a commission house purely, making only a desultory effort to sell the product and acting at the same time for many other manufacturers in similar or competing lines, it is quite clear that the manufacturer is not obtaining all that the foreign field has to offer him.

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METHODS AVAILABLE FOR THE SMALL MANUFACTURER.

There is a field for the commission house, and if the American manufacturer does such a small business that he can not pay the expenses of a special agent, he may have to cling to mutual agencies, or the export commission house and correspondence, as the only effective means of securing foreign trade. If he is not prepared to finance sales, he may correspond as much as circumstances will permit, stating in his letters that his representatives are a certain named house in the city nearest to the person addressed—carrying, in addition, such advertising as may be deemed proper. By such a course he can assist in bringing some business to the export house for his account, the export house meanwhile establishing and maintaining the personal relations without which, as every manufacturer will agree, large sales will be exceedingly difficult. If, however, he later finds that the house in question is doing a similar work for other factories and that a prospective customer is given a choice between his goods and those of a competitor who has made no effort to advance his sales (preferring, perhaps, to spend the same amount in giving special discounts to the export house), the manufacturer is likely to say that he no longer wants to do business with that house. Under such circumstances he probably does not want to deal through a commission house at all.

He may attempt, if the possible sales warrant, to send out a salesman to represent him alone; but even then, if he does not know the country well enough to feel safe in the matter of credits, he may ask the bigger commercial houses to act, as above noted, in the collections or the financing of sales.

ATTITUDE OF CHILEAN PURCHASERS.

It is not surprising that North American manufacturers should hesitate before shipping goods to an unknown client in South America without having their money assured. That being clearly understood, it is not difficult to appreciate the feeling of the South American client who does not care to send his money to unknown firms in North America without knowing that he is to receive exactly what he ordered. By "unknown firms" is meant firms unknown to the particular manufacturer or client. The fact that A, B, C & Co., of Atlantic, Iowa, have a capital of $1,000,000, that the firm is composed of men of high standing, and that it makes farm wagons, ordinarily means something to the purchaser in Arizona or Minnesota, but it does not mean a great deal to an Italian merchant doing business in Chile. Therefore, if the Iowa manufacturer sends catalogues and advertising matter to the Chilean merchant, the latter will not feel as free to place an order as he would if he could talk to some responsible local person. He might order direct, but to do so he would have to be of a trustful nature. If no local agents were available he would probably arrange to make his purchase through one of the large local houses having an office in the United States, asking them to buy the article, guarantee its arrival in good condition, and finance the transaction. A commission would of course be charged, and in some cases such an additional profit might be added as to preclude any further purchases of that same article unless it were impossible to

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duplicate it elsewhere. Should any part be broken, the house through whom the purchase was made would be unlikely to have spare parts in stock, and this would mean months of delay. To these difficulties, however, all manufacturers are subject who do not have foreign representatives. If the goods are handled by certain firms, however, such unfortunate incidents are not very likely to occur, and in that case everyone interested is probably glad that the houses acting as intermediaries are available. Since so much business is handled in this manner, it would seem that houses of this character are necessary and fill a well-defined place in business. There is certainly an excellent field for them on the South American west coast; they buy in odd lots, group purchases, handle shipments economically, have excellent credit, and accomplish much. The very nature of their widely diversified business, however, makes it extremely difficult for them to devote their best efforts to, let us say, a detailed study of the hardware field. But it must be remembered that a number of them have very efficient organizations to buy and sell, are in very close touch with the local opportunities, and are well fitted to handle American goods, to assist in placing orders, and to finance the sales made.

The elimination of the Chilean importer, the American exporter, or the big commission house is, in the writer's opinion, neither desirable nor economical, especially for the relatively small manufacturer.

DOING BUSINESS DIRECT.

In the event that the manufacturer desires to do business direct and can handle the credit problem without the intervention of the big houses, there is no doubt concerning the wisdom of sending a traveling representative to study and develop the market for the factory, if the prospective business warrants. Obviously such a man must be selected with care, and his power must be greater than that of a domestic salesman. If he is to sign contracts for import orders he must have a power of attorney to do so, or else sell them in his own name rather than that of the factory. If he holds a power of attorney he should have it registered through the Chilean ambassador in Washington.

The traveling salesman brings to all business the element that seems so essential in the accomplishment of results, namely, personal contact.

COMBINATION OF TRAVELING SALESMAN AND LOCAL AGENT.

The best thing for a salesman to do, in order to accomplish the maximum results, depends largely on circumstances, such as the total sales possible, the ability of the firm to handle the business direct, its willingness to hand the orders over to an agent after getting them, and many other details. If the salesman can not remain all the year, and the firm desires to sell direct (keeping the business in its own hands and not dealing through the large local importers), the work of the traveling salesman may be supplemented by the assistance of a local agent, who will call on all the small dealers, combine orders if necessary for the reduction of freights, and gen-

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erally act as a forwarding agent for the particular factory involved. If the orders are large enough, they will, of course, be shipped separately.

Such a local agent will probably know his people well, will be on the ground if anything goes wrong, and will watch collections, settle disputes, and take repeat orders on a commission basis. When the salesman makes his visit the local agent can take him around and introduce him to all the clients, new and old, tell him the local conditions, make suggestions for the introduction of new articles, and afford him a fund of information that he might not be able to get otherwise. It is not necessary that any money be paid to such an agent by the clients. That can all be done through the banks, but the banks will tell an authorized agent whether the accounts are settled or not.

If he is working on a commission, the local agent will probably scour the market to sell the goods and do everything possible to increase the business. He should, of course, be entitled to consideration, and common justice should forbid his being deprived of the business after he has worked it up. However, the idea of giving such a person an exclusive agency for a period of years does not appeal very forcibly to the writer, unless the agreement carries a clause to the effect that sales must be so much each year. He should be supplied with such literature as the factory sends out, and if the factory gives away anything it should be done through him. If it is only a calendar, a blotter, or a picture, he would probably rather give it to the clients personally than have it sent direct, because it helps him to make friends.

SECURING NATIVE HOUSES AS AGENTS.

It is obvious that the stronger the local salesman is, the better the results that will be obtained. And the suggestion is therefore likely to occur that it may be preferable to secure native houses as agents. The native house may be stronger financially than the local agent, who is unattached and acting rather as an employee; but, on the other hand, the established houses may have so many lines that the incentive to hunt for business would not be so strong as with the local agent. Before manufacturers decide to be represented by the native house they will, of course, consider carefully what they expect the house to do for them. Is it the purpose to ask the local firm to assume the financial risk—that is, to handle the credits—merely because they import? If that is the idea, any argument for or against the American export house would apply to them, and there would be in addition the disadvantage of being represented by a foreign import house with no North American branch, rather than by a North American house with a South American branch. In most cases the manufacturer confronted by such an alternative would naturally select the American export house.

There is, however, another important question in this connection. Does the North American house with the South American branch really represent the American manufacturer, and if not, would the native house do so? If the export house frankly states that it is buying and selling but does not represent, while the manufacturer desi- -tation and trade extension, he would probably choose

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the native house. By native house the writer means simply a house established in Chile or Bolivia, without reference to the nationality of the individual or partners.

If the native house sells at retail, it may not be desirable nor advantageous for them to act. They certainly can not sell the same article as their clients in the same market, or their clients will seek some other source of supply. If the manufacturer desires that he be represented by a native importer, he must bear in mind that the native importer will have to take certain measures to sell the goods. If he employs a man to do it, that man will receive a salary or a commission and will be doing to a less degree just what the local agent would be supposed to do. The latter may not do as much, since the native house will attend to credit data and collections; but, even so, the use of the native house seems but a step in advance beyond the employment of the local agent. Both perform more or less the same function, except that the house has a greater responsibility in collections, and one would expect to pay it for the assumption of this risk. The local house would have to be a large one with many branches, or one would have to be selected in each important city.

POSSIBILITY OF LOSING CLIENTS.

It would seem, even if a traveling salesman is sent out and a reasonable business done, that there is grave danger that the clients will not be held unless something be done to keep in constant touch with them. The export house has been seen to fill an important position, though rather as jobber than as representative. Such houses are often not interested in a given line of hardware, because of its leaving them so small a profit that they could not afford to devote any time to it; or they might simply decline to take on more work. Some of the large houses in Chile are very much engrossed with the purchase and sale of nitrates, wheat, copper, and many other products that yield great profits because of the big business done. They do not feel that they can give the requisite attention to the details of small business, although an order will be booked if it comes in. In such a case arrangements may be made with the native house and practically the same results obtained, though to a less satisfactory degree. In either case it is well to have the resident salesman who is interested in the particular line. If one has in mind any of our fairly large hardware manufacturers, it may be said that the salesman will have all he can do to keep in touch with the trade, whether he be on the pay roll of the native house or the manufacturer or on a commission basis.

RESIDENT AMERICAN AGENTS.

Any of the methods outlined above will, of course, bring results varying with the circumstances of each separate case. These results might be satisfactory if business is not great enough to warrant the consideration of a branch or of a resident American salesman. The resident American salesman may reasonably be expected to do more than the traveling salesman, and probably more than the local Chilean salesman, since he will appreciate the point of view of the

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factory and the trade. When he sells hardware he must sell it from a catalogue or from a sample, because no man can adequately describe it; the resident agent, let us emphasize, should by all means have samples. He should have samples of everything that the market consumes in reasonable quantities; he should have his own establishment rented by the year; and when he has an opportunity he should take the retailer through the place and show him everything the factory makes, either from samples or from catalogues. The samples might well be arranged on display, each article having a card on it saying, for example, "A. B. C. & Co., shovel 2, catalogue No. 17, packed so many in a case, weighing so many kilos, import duty so much," and any other information desirable.

In Santiago alone such a resident agent would be kept very busy, and the same might be said of Valparaiso. He would be able to attend to both cities from one storeroom, but he could not carry his stocks about. It would be easier to bring the merchant from one place to the other. But he could carry a reasonable number of the samples to the south or the north. There are 3,500,000 people in Chile, and 1,000,000 of them are in Valparaiso, Santiago, or along the way between the two cities. Antofagasta is a large town in the north, and fairly large towns are numerous in the south. The field of endeavor that is open to any one, let us say, of our 10 largest hardware manufacturers or distributors is about $2,000,000 worth of business. It is divided among many firms at the present time, and probably always will be; but if the market is carefully worked it is thought that such an establishment might do a business of $150,000 per year, without curtailing the sales of other American manufacturers. That is, the business could largely be obtained from new sources. This opinion is based on the fact that three firms alone do that amount of business in Santiago, and they are not the largest concerns, though in the first rank.

VOLUME OF TRADE—DIFFICULTY IN GETTING AMERICAN GOODS.

If all bolts and screws intended especially for railways (including track bolts) and all enameled ware be eliminated from consideration among the imports, the items considered in this report would amount to about $2,500,000, of which the United States sells about 28 per cent. If we include the items first mentioned, the United States sells about 21 per cent. In making an estimate of a possible increase the smaller sum is taken.

The amount of hardware sold in the Valparaiso-Santiago district is about 40 per cent of the total business in Chile, or, perhaps, a million dollars. Local merchants say that it would be possible to double the American business. It has been conservatively estimated by the writer that the business could be increased, by a reasonable effort, at least $150,000 per year.

If the American manufacturers could and would compete in enamel ware, the sales in that line might well amount to 50 per cent of their total hardware business, since more than $500,000 worth of such ware is annually imported into Chile. The local merchants say that to get American goods one has to go after them as though asking a favor, while the European manufacturers make it a point to

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ome to the merchant. The complaint against the Americans is also nade against the French, but the latter are represented in Chile by reasonably large colony and a number of retail dealers, while the vriter has yet to find a single American retail store in this line.

FACTORS GOVERNING EFFECTIVENESS OF RESIDENT AGENTS.

In the event that only one American house established a resident igent, the latter would probably get a good deal of business away from other American firms as well as from European competitors. Of course, all the firms that now get a fair amount of their orders through forwarding agents could not afford to come to Chile individually. It is not impossible, however, that organizations dealing in certain lines might do their business through one resident American agent, but there would arise, then, the old problem of combined representation. It seems to be rare for a combination of manufacturers to get equal results from a traveler or an agent, and combinations of this character are sometimes not of long duration. Any strong effort made for the Chilean trade by means of a resident agent carrying a full line of samples, and perhaps a small stock of the most vigorously competing articles (such as screws, shovels, and chisels), must be made by a relatively large organization. When so made, it is apt to drive out the smaller American firms unless they can go to a considerable expense to hold the trade they have obtained.

The object of this study is, of course, not to benefit one American manufacturer at the expense of another, but rather to develop American trade as a whole; and from that point of view the most satisfactory step—the one most likely to produce results—would seem to be the establishment of resident agents, whether Americans or men of the country. The final accomplishment would seem to be more secure if the agent is of the nationality of the factory. The representative of an American institution should be essentially and obviously an American. The few so-called resident hardware agents in Chile are really representatives of certain forwarding and purchasing agents in the United States, rather than the agents of factories.

Neither they nor their associates are likely to have enough capital to open retail stores, either directly or by assisting some American, through advice and general supervision, so to establish himself. This might be considered by resident agents, however, as one method of increasing their trade. It is not thought that this would be desirable except in sections of the territory where existing merchants make their purchases elsewhere. There is certainly little to be gained by a manufacturer's taking part in an effort to drive out his present clients for the benefit of others whose future is not assured.

It is by no means suggested that American manufacturers put up capital or employ men to open retail stores, but if a manufacturer can not sell his goods in a given section because the merchants have close alliances with competing manufacturers, it might be convenient to select a person who is known to be competent and offer him certain credit facilities in order that he might become firmly established in the local field. In the event that the representative devotes most of his time to the Santiago-Valparaiso district, he might secure agents

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or establish supporting retail houses in isolated portions of the country where it would not pay him (or would be inconvenient for him) to go. There are relatively few cities in Chile and Bolivia where a hardware store is possible. Outside of the principal cities (and in some cases even in such cities) the dealer is very apt to carry farm implements, machinery, furniture, and groceries as well. In the small towns particularly, the retail establishment selling hardware alone could hardly support itself.

FACTORY REPRESENTATION VERSUS LOCAL DEALERS.

ARGENTINE MARKET FOR MOTOR VEHICLES.[1]

Buenos Aires as the capital city is the logical place to center all representation for automobiles, trucks, tractors, and accessories. Buenos Aires is more to Argentina than either New York or Chicago is to America. Buenos Aires is more to Argentina than Boston is to New England. Buenos Aires is the political capital and the industrial capital as well. It is the railroad center, the shipping center, and the center of distribution for the country. It is the logical center for any American manufacturer selling his merchandise in Argentina.

Having selected the natural center of distribution, the American manufacturer is next interested in the nature of the representation he should have in Buenos Aires. Those American automobile concerns that are proving most successful generally have their own representatives from the United States in charge of the Buenos Aires agencies. A score or more of large American houses in varied lines have followed this example of making the head man an American. The remainder of the organization is generally native Argentine and proves entirely satisfactory. The main reason why the head of the representation should be American is that adequately to represent a big industry in a country like Argentina one must be thoroughly familiar with the home factory, the home methods of doing business, and the personnel of the home organization. It is rather difficult to get an Argentine citizen to fill such a bill. A manager of an American agency in Buenos Aires can not adequately represent his goods unless he has this familiarity with the factory. It takes 21 days by steamboat to travel between Buenos Aires and New York—a fact that makes it all the more important for the representative in Buenos Aires to be clothed with due authority and relied upon to act on his own initiative in many matters.

It is not possible for every automobile manufacturer to place an American at the head of his representation in Buenos Aires. There are dozens of reliable and financially strong dealers who are competent to represent American goods; but the question must be considered whether these representatives are honest in their representation, particularly at a time when automobile shipments from Europe are practically nil. There are several automobile dealers in Buenos Aires with whom national feeling is so strong that they would assume temporary representation of an American product but would dis-

[1] From "Argentine Markets for Motor Vehicles," by David Beecroft, Miscellaneous Series No. 62, Bureau of Foreign and Domestic Commerce.

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continue it as soon as they could return to their favorite European lines. There are also cases on record where Buenos Aires dealers have taken agencies of American lines solely to keep these particular lines out of the active market. They took the agencies to bury the lines and not to push them. American manufacturers must be particularly careful in examining into such matters. The termination of the war and the return of European automobile manufacturers into the field will reveal the true story. One dealer made no pretense of hiding the fact that he took two agencies for American cars—one to push a certain make and the other to keep his rival from securing it. Unfortunately the dealer made a poor selection, as the car he expected to push has been discontinued and the one he hoped to bury has developed into one of the American leaders.

Accessory manufacturers also must be careful in selecting representatives to handle their goods. Certain garages have strong Eupopean connections and may take American agencies solely to tide them over until they can get their European lines again. One large tire concern that was securing a brand of European tire took the agency of a large American make. An inquiry at the store brought forth the fact that the company was pushing the European tire and admitted handling the American tire only after being specifically questioned on the subject. It is such conditions that make it very desirable, if possible, to have the head of Argentine representation placed in the hands of an American who is thoroughly familiar with the United States factory.

There are two ways of placing agencies for Argentina, so far as automobiles, trucks, tractors, or accessories are concerned:

1. The agency or representation for the entire country can be invested in a branch or dealer organization in Buenos Aires, together with authority for establishing agencies and subagencies throughout the country as it is deemed necessary.

2. A series of direct representations of the American factory can be placed throughout the country. In addition to a dealer in Buenos Aires, there may be dealers in such other cities as Rosario, Bahia Blanca, Cordoba, Mendoza, and La Plata.

American manufacturers are sufficiently familiar with both methods to know their relative advantages and disadvantages. More intensive work can generally be developed by a factory placing separate agencies in different cities. On the other hand, if an aggressive representation is built up in Buenos Aires, it can economically serve the entire country through its organization of dealers and subdealers. One advantage of a central representation in Buenos Aires is that but one depot for spare parts need be carried for the entire country. A supply adequate for all Argentina can be handled satisfactorily in Buenos Aires. It is much easier for an American maker to maintain the necessary supply of parts for one representation in Buenos Aires than to supply them to six or seven separate dealers throughout the country.

EXCLUSIVE AGENCIES.

Up to the present time the automobile dealer in Buenos Aires has been a different type from the dealers in New York or Chicago. In the latter cities the automobile dealer has been an exclusive dealer.

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In Buenos Aires the dealer has been a merchant handling, perhaps, farm implements or machinery for factories, mills, etc. With him the automobile has been but one factor. In his store the display window may be filled with stationary gas engines, lathes, plows, steam boilers, water pumps, etc. There may not be a sign on the window or on the outside of the building to indicate that the firm sells automobiles. Even inside the store an automobile may not be visible until one gets near the back, and then they will be found side by side with wagons, farm machinery, etc. Often there is not a salesman around. Prospective purchasers may enter a store and look over the automobiles and go out without a salesman even approaching them. There is not the intensive salesmanship known in the United States.

Fortunately this method of representation is changing. Buenos Aires is developing exclusive automobile stores. There are already several, and more are coming. Already the best dealers are organizing their salesmen to go out and solicit business actively as in an American city. Heretofore many of the dealers in Buenos Aires have not actively solicited the purchaser, and the sales have largely followed visits of the purchaser to the store.

Within the last few months automobile makers in America have been placing many agencies in Buenos Aires and several of them have been of the exclusive order. Frequently the firms selling farm machinery, mill machinery, etc., admitted that they had no right to be in the automobile business, that they did not know how to handle it scientifically, that they did not understand how to handle it intensively, and that they were not sufficiently familiar with the finer mechanics of the automobile as compared with farm machinery and mill machinery. This seemed a severe handicap on the automobile and pointed to a specific advantage in the exclusive representation headed by an American.

TRAVELING REPRESENTATIVES.

American manufacturers sending traveling representatives to place agencies throughout Argentina should send men able to speak Spanish fluently. The Argentina dealer, while he may be able to speak English, naturally feels much surer of himself in Spanish and prefers to have contracts and other important documents in his native language. There is much loss of time due to customs matters, etc., as well as other affairs of business, if the traveling representative is not a fairly good Spanish student. Traveling representatives frequently represent too many different lines of merchandise. Some have ten or a dozen lines and unfortunately are not well enough advised on any of them to make a good impression. Argentina merchants object to such representation. It does not breed confidence. Frequently also American manufacturers fail to realize the very high expenses of the traveling representative in Argentina. The expenses of the traveling man in Argentina will average a little higher than those of a person living in New York City. When representatives are sent down with insufficient traveling expenses, the line that they are representing suffers. In selecting a representative for Argentina the American manufacturer should bear in mind that the average Argentinian is a stranger to the United States and that to engender confidence it is necessary to send a high-class

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man and to give him considerable power. Too frequently the traveling men are mere soldiers of fortune, hoping to get some initial orders so as to earn commissions and cover traveling expenses. This is the wrong method of approach if a permanent business in Argentina is the aim. The Argentine market is large enough to justify sending one of the higher officials of the company to meet the people and study general conditions. Too few of the men higher up in their industry have been in Argentina. The Argentinian puts a premium on confidence in business and the personal factor is very strong. "Once a friend, always a friend" might be cited as an Argentine business maxim and one that clearly shows the importance of the best possible representation.

IMPORTANCE OF SUPPLY OF SPARE PARTS.

An adequate supply of spare parts in Buenos Aires is one of the most important matters in the automobile export trade to Argentina. The question of spare parts is the primary consideration of the buyer. He realizes that it is a 21-day boat trip from Buenos Aires to New York and that if he has to lay his automobile up and wait for spares he may be deprived of its use for two or three months. The question of spares is entirely different in a country so remote from the source of manufacture than in the United States. The question of spares is vital with the Argentine dealer and the Argentine owner. If the American manufacturer does not intend seriously to handle the question of spare parts, he had better remain out of the Argentine market. The Argentine buyer does not consider any American company a permanent factor in the field unless his question of spare parts has been satisfactorily handled. The supply of spares carried in Buenos Aires or other centers is generally a fair criterion of the grasp that the manufacturer has of the Argentine market.

REPAIRS.

Several of the Buenos Aires garages are particularly well qualified to handle all kinds of automobile repairs; in many cases they are better equipped than American garages. They are three weeks from the factory and must be prepared to turn out spare parts for various makes of automobiles and do other delicate repairs that may be necessary. Generally they are equipped with the best make of gear-cutting machines, on which any size or type of gear can be manufactured. Some are fitted with machines for regrinding races and cups and cones for ball and roller bearings. Many of these shops are manned by able mechanics who have been working on the automobile for years and are sufficiently familiar with all parts of it to do a high grade of work. There are in Buenos Aires, as well as in other cities, garages not fitted to do work of this nature. There are many dealers in automobiles who have places well fitted to do the highest-class work.

It is frequently asked whether the Argentine mechanics are favorable to American automobiles or whether as the result of prejudice they do poor repair jobs on American cars and good jobs on European machines. It is possible that this is sometimes done, but

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it is very doubtful. Conditions have changed materially in the last few years. The majority of the mechanics are Europeans, many Italians, many French, and some Germans. Naturally, such people are more interested in machines from their own country than in those from a foreign land, but it is not thought that any difference in workmanship results from this interest. Some of the largest repair houses in Buenos Aires have found it advantageous to develop special repairmen for certain makes of cars; thus there is a French mechanic who specializes on two or three prominent makes of French machines. The same applies to one of the leading makes of Italian cars and one of the leading German types. These mechanics are perfectly familiar with all phases of repair. They are accustomed to dealing with alloy steels and are familiar with magneto ignition, but they are rarely familiar with the American electric starting and lighting systems. Here a general lack of information was apparent. Argentina can supply all the mechanics necessary for the developing automobile business. It will not be necessary for any American maker to send American mechanics to Buenos Aires to look after repairs.

ACTIVE SELLING ORGANIZATION FOR ARGENTINA.

The American method of intensive automobile salesmanship is needed in Argentina, and incidentally this is another reason why an American manager in Buenos Aires is essential. The American concerns that are succeeding in Argentina to-day are following the principle of intensive salesmanship, practically as carried on in any American city. This sales organization is not confined to Buenos Aires but is extended to a dozen other cities and covers every part of the country that is under average cultivation. The dealer goes out with his car and demonstrates to the farmer and in many cases lives with him until the sale is made. In city representation a force of salesmen is employed and other methods such as follow-up letters, etc., are resorted to. The more modern Buenos Aires dealers are fitting up show windows such as are seen along Michigan Avenue in Chicago, Broad Street in Philadelphia, and upper Broadway in New York. This is a new feature in Buenos Aires automobile selling, but it promises to be as effective as similar means in American cities.

In Argentine cities there is no automobile row as there is in American cities. The automobile stores are scattered in the four corners of the city. This situation generally indicates the lack of cooperation among the automobile dealers. They have no dealers' associations. They do not meet in conventions. Too often a dealer considers that his rival is his worst enemy rather than a person with whom he should cooperate. This is largely due to the fact that the dealers have been divided according to the countries they have represented. There has not been much cooperation between a German and an Englishman or between a Frenchman and a German. The dealers give some indication of that intense international competition that is met in Argentina. Frequently a dealer from one country would sooner go out of business than take an agency for an automobile built in another country. Naturally dealers holding such views could not very well meet together over a luncheon table or in a business conference.

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CUSTOMS BROKERS.

Customhouse problems in Argentina are best handled by customhouse brokers, who are numerous and highly efficient in Buenos Aires. The best policy is to arrange with one of these brokers on a salary basis to handle the clearing of cars through the customhouse. Generally these brokers not only take care of the customhouse matters but actually place the cars on the salesroom floors of the dealers in Buenos Aires. The manufacturer who makes an elaborate study of the Argentine customs schedule and hopes to handle the matter himself will be apt to meet with disappointment. It is good policy to select one of the best customhouse brokers to be had, preferably one who already handles some of the largest American or British accounts in older lines of merchandise.

ADVERTISING.

Within the last year considerable advertising has been done in the weekly magazines. Full-page advertisements of automobiles and accessories are seen in many of the weekly publications, of which there is a goodly number. Some of these magazines are widely read and very popular. The use of large advertising display was started by American companies and is proving as popular in Argentina as in the United States.

The question of advertising for Argentina is one that the Buenos Aires dealer considers seriously. He is not slow to tell the American manufacturer that he must give him assistance in the national advertising campaign for Argentina. He does not forget to mention that an advertising campaign in America does not benefit him. The American maker should give serious consideration to financial assistance for advertising throughout Argentina. The American dealer has been strengthened, stimulated, and kept with a stiff back 12 months in the year by the factory's national advertising campaign, and the Argentine dealer can not understand why he should not be given similar assistance.

The American manufacturer assisting in Argentine advertising should not make the error of having the copy written in North America. He should rely on the dealer in Buenos Aires to do the work. Frequently advertising copy written in North America does not touch the public pulse of Argentina. It shows on its face that it was not written by an Argentine. The most effective advertising in Argentina is written in that country.

LOCAL DEALERS CONTROL MARKET.

SALE OF AGRICULTURAL IMPLEMENTS AND MACHINERY IN BRAZIL.[1]

The Brazilian market in the farm-equipment trade is not nearly so highly organized as that of Argentina. The reasons for this are many and varied, and an attempt will be made to outline a few of them.

Brazil is not a country of large farms, producing mainly one of four or five leading crops, as in Argentina. Neither does any one city

[1] From "Markets for Agricultural Implements and Machinery in Brazil," by Frank H. von Mots, Special Agents Series No. 140, Bureau of Foreign and Domestic Commerce.

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have a monopoly of the import business, nor is there any city that receives the great bulk of the country's exportable surplus. There is one such place in each great agricultural center, but, as the centers are widely separated geographically, what goes on in one place is of slight importance to any of the others and has very little influence on their commerce, either import or export.

It is true that some of the large firms have branch houses in many different cities and districts, but aside from the financial end of the business they have nothing in common; each manager of a branch house is responsible for the work of his house only and engages in different commercial lines as opportunities present themselves and without consulting any of the other branches or the parent house—except, of course, regarding the strictly financial side of the transaction.

In other words, there is seldom any concerted effort to take up and handle certain classes of business. In the several branch houses anything savoring of a good business proposition is taken up; competent men, if they can be found, are put in charge; and in this way the various branches of a given firm might be engaged, one in building a railroad, another in different branches of engineering, and still another in shipping, banking, or in fact anything large or small that can be done along safe lines, consistent with honorable business practice.

Most of these houses, especially the German firms, operate with a very large capital. They do not hesitate to undertake engineering or other propositions involving the expenditure of large sums of money; they have a high sense of business honor, are cautious, courteous, and industrious. The executives and department heads are intelligent, well-educated men. All of them have had legal, engineering, or advanced commerical training and are easily reached by anyone who possesses similar qualities and who has a bona fide business proposition to place before them for their consideration.

EFFECTS OF UNINTELLIGENT BUYING AND SELLING.

Few of these men, however, have had much experience with farm-equipment lines. Those who came out from Europe had for the most part been engaged in one of the many branches of engineering, in legal work, or in important commercial organizations and therefore had little opportunity to learn much of the art of scientific farming or the use of modern methods and equipment.

In Brazil these men took up the sale of farm equipment because it presented a business opportunity. Too often they had to rely on statements made to them by salesmen, with little experience in the country, concerning the different types of implements in which a good volume of business might be done. Just as often they relied on the statements made to them by local farmers who had had no experience outside the comparatively small district with which they were familiar. The statements of both salesmen and farmers, combined with the dealers' eagerness to do business, resulted in the bringing out of so many types of implements of different kinds (many of which were used with only indifferent results) that much dissatisfaction was caused and a skepticism created that must now be overcome

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ther and powerful factor in bringing about present conditions
en the susceptibility of the country as a whole to short periods
at agricultural prosperity affecting widely separated districts
ferent times. A large business house in any one of the districts
was enjoying great agricultural prosperity would bring out
equipment of any type demanded by the farmers—often with-
arefully studying the real needs of the district, because the
tment heads did not have the training that would enable them
so and they received practically no assistance of a really helpful
e from the manufacturers to whom they sent their orders.
ien the era of prosperity in that district passed, the farm-equip-
business died a natural death, and the same tactics, with vary-
legrees of success, were repeated in another district. There was
ingly no effort on the part of manufacturers and dealers to get
her so that department heads in the latter organization might
all about the business from representatives of the former and be
position to transfer their activities at once, and with more suc-
to the newly favored district.

NEED OF COOPERATION BETWEEN MANUFACTURER AND IMPORTER.

he reader will have gathered from what has gone before that
e are in Brazil a number of strong, reliable firms capable and
thy of representing any manufacturer who will take enough
rest in the work to send a competent man to advise and instruct
n how to select farm implements and machinery and how to
e the business on a paying basis and make of it what it ought to
can be—a good, clean, profitable department to add to a large
orting business.

gricultural development in Brazil has had eras of great pros-
ity, historically short lived, which have had the effect of making
ple in first one district and then another very prosperous, though
y nearly always have affected other districts adversely. Given the
nense area of Brazil, this condition is likely to continue for a few
rs, but with the increase in population that has to be provided
its effects will become less and less noticeable, considering the
ntry as a whole. Because of the many small farms that are
rywhere coming into being, with a tendency toward diversified
ming and with a good market for their various products, there
ll automatically develop a market for an ever-increasing number
farm implements and machines. The development of the farm-
ipment business on a more highly organized scale will be the
tural outcome of a nation greater and more prosperous agricul-
rally. The signs of a change have already manifested themselves
the States of Rio de Janeiro and São Paulo, and to a lesser degree
Rio Grande do Sul.

Therefore the appeal of the Brazilian importers of farm equip-
ent to the American manufacturers, if the latter want their share
the business, is that they adopt the slogan, "Active, intelligent,
id hearty cooperation."

METHODS OF INTRODUCTION.

With but one or two notable exceptions, the importers in Brazil
o not hesitate to state that they are willing to cooperate with
merican manufacturers of farm equipment, but they agree as one

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man that seemingly too little attention has been given to the development of the Brazilian market.

Everyone who has been identified with the development of the great volume of business in the different lines of farm equipment in Argentina will remember that, next to the building of articles adapted to the conditions of the country, the most important factor in that trade was the method of introduction. Experienced men went from town to town in the agricultural districts in Argentina, with implements adapted to the conditions of the country, and gave public demonstrations to groups of farmers. These men were thoroughly acquainted with the lines they were demonstrating and with local agricultural methods; they spoke the language of the country, and they never lacked an audience among farmers.

Importers of agricultural implements in Brazil know all these facts, and believe that just such methods should be adopted in nearly all parts of Brazil to-day. They are convinced that while the result will probably never be as satisfactory in the volume of business to be had, it will lead to a decidedly worth-while trade, while without such methods they will be forced to drift along as heretofore, unless they become dissatisfied and turn their whole attention to other work.

Many importers in Brazil who have made either definite or tentative agency arrangements with American manufacturers are only waiting for the manufacturers to furnish them with a competent demonstrator, when they will throw in all the weight of their influence and active cooperation to make the work a success.

MANUFACTURERS' SELLING ORGANIZATION IN BRAZIL.

Manufacturers can not hope to be successful in all the agricultural districts in Brazil with only one representative taking up his residence in Rio de Janeiro near the two important markets of Rio de Janeiro and São Paulo, for if he devotes his time to the work in hand in those districts he can not do anything in the Pernambuco district nor in the far south. To make a short trip from Rio de Janeiro to Pernambuco and return, visiting a few of the important centers in the latter district and traveling almost day and night, requires, for a hurried trip, at least one month. If, on his return from a business trip to Pernambuco, the traveler should desire to do something in the southern districts as far as Rio Grande do Sul, it would take him at least another month. He would then have been away from headquarters two months and would not have had time at any place that he visited to do much more than have a chat with agents and dealers, which, in the pioneer stage of the implement business in Brazil to-day, will not carry him very far toward the goal.

It requires at least three men to handle satisfactorily a full-line undertaking in Brazil—a good demonstrator and all-round farm-equipment man in Rio Grande do Sul, who must be able to speak Portuguese and who would also find German of inestimable value; another such man in Pernambuco; and a third man who should be made responsible for the work of the other two and should be in

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ct charge of the Rio de Janeiro and São Paulo territories. These should be made to feel that the factory has confidence in their ity to carry on a successful sales campaign, and they should have cooperation of the foreign department at the home office. The in charge of the work throughout the Republic, and in direct ge in São Paulo and Rio de Janeiro, should be a man of great utive ability, worthy of a large measure of confidence on the of his employers; to him should be delegated authority to le definitely and at once many questions that often have to be rred to the home office and that cause not only annoying delays losses as well.

With an organization of that kind to begin with and with the peration of importers in Brazil, which will follow as a natural re-, a large volume of business could be built up in the course of a years, after which the work could be easily handled by two men, l perhaps later by one man.

A pertinent fact is that it is characteristic of the Brazilian farmer, e he has become accustomed to a certain line or brand of goods hich, by the way, he always asks for by the trade-marked name), continue to demand that particular brand. It is obvious, there-e, that the manufacturer who first succeeds in establishing his e will get good returns from his introductory work, and his com-titors will find it difficult to replace his goods with others, even ough there is a great similarity in construction.

From the preceding discussion the reader will have gathered that, ile agriculture has been developing rapidly in many important nters in Brazil, the agricultural-equipment business is far from ing as highly organized as it is in Argentina, and that what devel-ment has come about has been of a local character and has not en centralized.

SUCCESS OF AMERICAN MAKERS.

The great bulk of the implement business in Brazil has gone to merican manufacturers in spite of the fact that nearly all of the rge importing houses are the property of German firms. In the se of only one house did the writer discover an attempt to dupli-ate American goods elsewhere, and that effort, while it was very uccessful for a time, is becoming more and more difficult and will o doubt have serious consequences for the importer within the next wo or three years.

With the exception of a few small plows, threshing machines, and eed cutters and grinders, the greater part of the equipment sold n Brazil comes from the United States.

OPPORTUNITIES FOR SMALL MANUFACTURERS.

Brazil presents even greater opportunities for small manufac-turers than does Argentina, where everything relating to the develop-ment of farm-equipment business has been highly organized for many years. There are many lines that, in themselves, will not give a volume of business such as to warrant the sending out of a special representative, but there is no reason why a capable, well-trained,

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thoroughly informed implement man should not be able to represent two or three small factories handling noncompeting lines. Such a man, if he has had wide experience, if he is interested in his work, and if he has a little more than average ability, can not but succeed.

ESTABLISHMENT OF BRANCH HOUSES.

Only in the case of manufacturers having a full line of farm equipment would it be advisable to consider establishing branch houses in Brazil. The cost of doing business is much greater than in the United States. At least three and possibly four branch houses would be needed; branches at Pernambuco, Rio de Janeiro, and São Paulo would be very necessary, and the Rio Grande do Sul territory is a large and important one. Suitable locations, unless manufacturers are prepared to erect their own buildings in each of the places mentioned, are hard to obtain, and there are good importing houses that are willing to work hard to develop a large volume of business if they are given the proper encouragement and assistance.

EXCLUSIVE AGENCIES IN A LIMITED MARKET.

SALE OF COTTON GOODS IN CEYLON.[1]

Cotton goods are imported by a number of European firms established in Colombo. Most of these firms are English; there is one Greek and one Swiss firm. None of them is engaged exclusively in the cotton-goods trade, but import other lines of merchandise as well. Prior to the war a German firm had a large share of the business, but it has been taken over by the Government and is being liquidated. As a rule, the native merchants do not import cotton goods direct. They secure their supplies through the foreign firms, although one or two Indian and Parsee firms purchase some goods direct or through their connections in Bombay. Indian cotton goods are usually imported by native firms.

DISTRIBUTION OF GOODS.

The distribution of cotton goods in Ceylon is in the hands of various natives and Indian merchants—Tamils, including Chettis, Singhalese, Moors, Borahs, and Parsees—who buy from the importers and sell to the small shopkeepers in Colombo, Kandy, and other towns and villages in the interior. The importing firm usually has a native broker or salesman who calls on the dealers frequently and secures orders from them. As a rule, the importers do not purchase goods on their own account and sell from stock, but buy on orders secured from the dealers. There are a few brokers operating on their own account, but orders secured by this means are usually put through one of the European firms, which transmits the orders and arranges payments, charging a commission of 3 per cent. The importers generally extend credit of one to four months to the native dealers, the terms being determined by the standing of the dealer. Interest on deferred payments is usually included in the rate of exchange.

[1] From "Cotton Goods in Ceylon," by Ralph M. Odell, Special Agents Series No. 122, Bureau of Foreign and Domestic Commerce.

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The following shows the form of invoice of a small shipment of English grey shirtings to an importing firm in Colombo in March, 1915, when prices were considerably lower than at the present time.

Invoice of four bales of grey shirtings shipped by the undersigned on board the S. S. *Derbyshire* to Colombo and consigned to Messrs. ——— ——— there for realization on account of the interested. The proceeds to be remitted by telegraphic transfer and bank bills to Messrs. ——— ——— specifically to meet their acceptance of the undersigned's draft.

13-inch grey shirtings, 18 x 15, 11¼ pounds, 37½/38 yards, contract ——— to Messrs. ——— ———, Crest ticket character; stamp 37½/38 yards; average weight, 11 pounds.
26/123
4584/7–4 bales each 50 pieces, 200 pieces, at 7/9 c. i. f. and c_____ £77 10 0
Length stamped on each piece.
Insured for £92 war risk covered at Lloyds Union Insurance Society. Payable in Colombo E. & O. E.

The term "18x15" in the invoice refers to the construction, which is 18 and 15 threads of warp and filling, respectively, in one-quarter of an inch of the cloth; "c. i. f. and c." means "cost, insurance, freight, and commission;" "E. & O. E." means "errors and omissions excepted."

The importer invoiced the above lot of goods to the dealer as follows:

Nagappa Chetty P. L. K. N. M. to ——— ———, debtor.

4584/7–4 bales of grey shirtings, £77–10–0 with exchange at 1/3½ (shillings to the rupee)_____	Rs. 1,200.00
Duty, harbor dues, and landing_____	51.33
Interest on Rs. 51.33 for four months, at 6 per cent_____	1.03
Commission, at 3 per cent_____	37.57
	Rs. 1,289.93

TARIFF CHARGES AND REQUIREMENTS.

The tariff on cotton goods entering Ceylon is 4 per cent ad valorem. The value of goods on which duty is levied is defined as follows:

(a) The wholesale cash prices, less trade discount, for which goods of the like kind and quality are sold, or are capable of being sold, at the time and place of importation, without any abatement or deduction whatever, except of the amount of the duties payable on the importation thereof; or
(b) Where such price is not ascertainable, the cost at which goods of the like kind and quality could be delivered at such place, without any abatement or deduction, except of the duties as aforesaid.

An important requirement in connection with the shipment of cotton goods to Ceylon is that each piece must be stamped in a manner to indicate the country of origin. It is assumed, under the merchandise-mark legislation, that whenever the English language is used on goods the country of origin is the United Kingdom; otherwise there is intent to deceive, unless it is clearly indicated that the goods are made in some other country. Therefore every piece of American cotton goods should be clearly stamped with the words "Made in U. S. A," "Made in United States of America," or some similar indication of the origin of the goods.

It is also provided that the length of each piece of cotton goods in standard yards, or in standard yards and a fraction of a yard, must be clearly marked in English numerals.

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Trade-marks may be registered in Ceylon under stated regulations, and when so registered are entitled to full protection. Goods bearing an infringement of a registered trade-mark and goods which are not marked with the name of the country of origin and, in the case of cotton goods, the length of each piece, are liable to seizure by the customs authorities. It is advisable for American manufacturers who ship goods to Ceylon to be guided by the suggestions of the Colombo agents or importers, who are familiar with the provisions of the law regarding marks.

LANGUAGE, WEIGHTS, MEASURES, AND CURRENCY.

English is the commercial language of Ceylon and it is also understood by many of the large native dealers. However, in catering to the trade, the sale of goods is aided by stamping the name of the dealer in the Tamil or Singhalese language.

The weights and measures of Ceylon are the same as those of the United Kingdom, the yard being the standard of length in the cotton-goods trade.

The Indian rupee ($0.32441/3) is the unit of currency in Ceylon, but it is divided into cents instead of annas and pies as in India. The subsidiary coinage consists of one-half cent and 1-cent copper coins, 5-cent nickel coins, and 10, 25, and 50 cent silver pieces. The Ceylon Government issues notes in denominations of 5, 10, 50, 100, and 1,000 rupees. English sovereigns are legal tender at the rate of 15 rupees to the sovereign.

SUGGESTIONS TO AMERICAN MANUFACTURERS.

The immediate development of American cotton-goods trade in Ceylon is seriously hampered by the lack of transportation facilities and extremely high freight rates. Even when the importer desires to purchase goods in the United States and is willing to pay the price for them, he finds it difficult, if not impossible, to secure early delivery. Under present conditions, where goods are scarce, this is a particularly retarding influence on our trade and no immediate relief is in sight.

There are other obstacles to our trade which exist even in normal times. Reference has already been made to the unwillingness or inability of American manufacturers to make the widths which the market requires. Undoubtedly some of our lines of plain gray goods could be introduced here if they were furnished in 42, 44, and 46 inch widths. An importer in Colombo who saw samples of American gray shirtings found the quality and the price entirely satisfactory, but the goods were only 36 inches wide, and there is no demand for that width in Ceylon. The same criticism holds with regard to white shirtings; if we would supply them in 42, 44, and 46 inch widths it is believed that we could capture a share of the trade.

Several importers complained that American salesmen do not call on them except at long intervals, and that bona fide orders which have been given to them have frequently not been filled and nothing more has been heard from them. This specific complaint was not made with regard to cotton goods, but in connection with other lines of mer-

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chandise. One importer, who was particularly severe in his criticism, stated that some time ago he placed a substantial order for hosiery and underwear with an American salesman. He failed to order from England, as he was depending on the goods ordered from the United States. When I talked to him nearly six months had elapsed since the order was placed, but no shipment had been made and no word had been received from the salesman or the house which he represented. The importer was seriously embarrassed, because he had made no provision for replenishing his stock elsewhere, and naturally he did not feel inclined to make any further attempts to secure supplies from the United States. Incidents of this character are most discouraging to merchants who are trying to introduce American goods here.

PRICES QUOTED SHOULD INCLUDE DELIVERY AT COLOMBO.

In Ceylon as in other markets of the world, the importers stated that the practice of American manufacturers and exporters in quoting goods f. o. b. New York instead of c. i. f. the port of destination made it very hard to do business. It would doubtless be difficult for the American exporter to make firm offers on a c. i. f. basis, in view of the constant fluctuations in freight rates, but it is even more difficult for the importer in Ceylon to ascertain rates of freight outward from New York. Inasmuch as present transportation charges are equal to 8 to 10 per cent of the value of the goods, the importer is afraid to take chances, particularly as the margin of profit in cotton goods is very small. When prices are quoted f. o. b. New York, he does not know and has no means of ascertaining, without cabling to the exporter, the rate of freight to be paid.

It would certainly facilitate American trade if the exporter would quote prices c. i. f. Colombo with a stipulation that they were subject to cable confirmation. Freight rates and war-risk insurance on shipments from Europe are changing almost as frequently as the rates from New York, but in spite of this fact all English and Continental cotton goods are still being sold c. i. f. Colombo. I explained to the importers the difficulties which American exporters meet in conforming to the practice, and, while they appreciate these difficulties, they maintain that our trade would be greatly facilitated if we could overcome them and quote a price on goods delivered in the harbor of Colombo.

It would also doubtless be an advantage if prices of cotton goods were quoted by the piece instead of by the yard. All English goods, except white drills, prints, and trouserings, are bought by the piece, and when prices are received from the United States the importer must figure out the cost per piece.

GRANTING EXCLUSIVE AGENCIES.

It is strongly recommended that the American cotton-goods manufacturer or exporter who seriously contemplates entering the Ceylon market confine the sale of his goods to one importing firm selected after careful consideration. The cotton-goods trade of Ceylon is not

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very large and there are only a few houses actively engaged in the trade. Competition is very keen, and it is difficult to induce a firm to build up a trade in a line of American cotton goods unless there is some assurance that the same goods will not be offered to competitors. If American exporters are unwilling to adopt this policy, they should use a different ticket or brand on goods which they sell to several importers.

It was the consensus of opinion among the importers and dealers whom I interviewed that the trade in a popular brand of American gray drills could be considerably increased if the American manufacturers or selling agents would confine its sale to one importer, who could distribute it among the dealers. At present any importer can buy the goods, and the result is that all of them work on a small margin of profit because of the competition, and there is no incentive to push the sale of these drills. They handle them not because they like to do so but because of the demand of the native dealers. Consequently they are constantly endeavoring to secure exclusive agencies for similar goods from England, Japan, or the United States which will take the place of the American brand. It is recognized that there are some disadvantages in the sole agency plan, but it is believed that it would be well worth a trial of a year or two.

METHODS OF SECURING TRADE.

The most satisfactory results would be obtained by sending representatives to the market with full lines of samples. The best time to visit Ceylon is in the fall and winter, but the climate is tropical throughout the year with very little change in temperature. It is quite easy to reach India, Singapore, and the Dutch East Indies from Ceylon, and the representatives of an American cotton-goods firm would find it advantageous to visit all these markets.

Failing to send a representative to the field, some business can be done through correspondence with the importers. Only a few spasmodic attempts along this line appear to have been made, and there is a wide-spread ignorance among the importers as to the method to be followed in order to secure samples and prices of American cotton goods. The manufacturer or importer who is seriously interested in this market should not be content to send samples and prices of his lines; he should give the importer complete information regarding length of pieces, designs (in the case of colored goods), methods of packing, the cubic measurement of cases or bales, and approximate freight rates to Colombo. It is also advisable to request the importer to send counter samples, showing some of the lines which are in demand. If the American goods prove suitable to the market, the manufacturer or exporter should use every effort to induce the importer to place a small sample order for 10 or 20 bales, even though it may be necessary to offer them at an exceptionally low price. The most important point is to get them on the market and give the importers and dealers an opportunity to try them out. The loss in any case would be small, and it is believed that the goods would prove popular on account of their high quality and that with patience and care in cultivating the trade the business would steadily increase.

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EAST AFRICAN MARKETS FOR HARDWARE.[1]

GEOGRAPHIC AND SOCIAL FEATURES.

In describing the trade conditions of British East Africa and Uganda and the possibilities that this territory may have to offer as a field for American hardware and associated lines, it is well to draw attention to two important features that have a direct bearing on the character of the demand for such goods. The first is the topography and climatic conditions of the different sections of the country, and the second the two well-defined classes of buyers for whom the goods are intended—that is, the European and the native.

According to topography the country may be considered as consisting of three natural divisions: (1) the coastal belt, which is hot, very tropical, and quite unhealthful; (2) the highlands, at an average elevation of about 6,000 feet, enjoying a fairly equable climate with no great extremes of temperature and eminently suitable for European settlement; and (3) the interior lake regions, at an average elevation of about 4,000 feet, with a tropical climate but perhaps not so unhealthful as the coastal district. Each of these sections has its own variety of products, its peculiar conditions of climate, and each is inhabited by a different type of native that has been more or less brought under the influence of civilization and of good government.

The coastal belt produces coconuts, copra, sisal, and tropical fruits. Its population is composed of a mixture of Arabs, Swahilis, and other coast tribes. The lake regions produce cotton, coffee, rubber, cacao, and oil seeds, and the population is largely composed of different tribes of the Bantu Negro type. The highland plateau, however, gives greater promise for successful European settlement than do any of the other sections. It is here that most of the European farms are located, and products such as wheat, corn, flax, potatoes, and other vegetables are grown in abundance. The soil is exceedingly rich, the rainfall ample, and the climate salubrious. This might well be termed the center from which civilization and its advantages penetrate to the more remote and undeveloped parts of the country. It has often been said that the future prosperity of the colony will rise or fall with that of the highlands. From this brief sketch some idea may be formed of the differences in the character of the commercial demand originating in each section.

The market demand in each of the above-described sections is divided into two distinct classes—the European, which is the smallest except in the highlands, and the native. The native demand is far greater in present value than is the European, but the latter represents an increasing value in those things that are necessary for the better agricultural and industrial development of the country. The value of the native trade of the future, however, will depend upon the readiness with which a taste is acquired for civilized clothes and customs. The importance of such a development may be appreciated when it is stated that the vast majority of the 6,000,000 natives in the two protectorates wear nothing but a strip of cheap cotton

[1] From "East African Markets for Hardware and Agricultural Implements," by Henry P. Starrett, Special Consular Reports No. 78, Bureau of Foreign and Domestic Commerce.

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cloth around their waists or a kind of leather shawl hanging from the shoulder. Their possession of other civilized goods is equally small. Those natives who come into constant contact with Europeans are beginning to adopt more elaborate forms of dress, adding trousers or a coat, and sometimes even a pair of shoes.

The native demand for hardware has heretofore been confined to copper, brass, and bright steel wire, which is wound around the arms and legs (and sometimes around the neck) for ornamental purposes, and to cheap knives and novelties of one kind or another. Their huts are built of poles and grass, not even a nail being used; their cooking utensils are usually made of earthenware; and the simple agricultural tools they use were produced at some local native forge. As regards the last-named articles, at least, the possibility of the local supply has long since been exhausted and these tools, especially made for this trade, are now being supplied by European countries.

It is, therefore, clear that while the present importance of this trade, particularly in hardware lines, may not be large in comparison with that of other new countries, its real value lies in the possibilities of the future and in the development of the great agricultural resources of the country.

METHODS OF ENTERING THE MARKET.

The great distance of the East African market from America and the limited amount of hardware that could be sold even if an exporter were fortunate enough to obtain a relatively large share of the trade in any one line render it inadvisable to suggest that traveling salesmen be sent to canvass this field, unless a salesman should happen to be en route from South Africa to Bombay, in which case it would be convenient to call on the Mombasa importers during the two or three days the steamer lies in that port. As regards staple lines of hardware, it is probable that much business can be done by means of correspondence and well-illustrated catalogues giving all sizes and weights, full descriptions of materials, prices, discounts, terms, and, if possible, estimated through freight rates from New York to Mombasa. If such literature could be sent to all hardware importers in East Africa small trial orders would probably begin to reach the manufacturer either directly or through a New York or London indent house.

All correspondence and literature should be in the English language, and wherever possible English weights, measures, and currency should be used. It is highly important, moreover, that the fullest information be given with the first letter and catalogue, for if the manufacturer states that "prices and discounts will be supplied upon request" the probability is that he will receive no orders from East African importers, owing to the fact that it now requires nearly five months for a reply to be received from an inquiry sent to America. In such a case other manufacturers, who have been more careful in supplying all such information, will have been favored with the order. Correspondence and literature that do not show these details merely represent a complete waste of time and money so far as this market is concerned. Another complaint is that fre-

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quently an American manufacturer will interest a foreign importer in his goods and upon receipt of an order will reply that he does no direct export business, but only receives such orders through some export or indent house. It is obvious that such a manufacturer should state in his catalogue or correspondence the name of the New York house that handles his export business; otherwise the delay and annoyance caused the prospective customer will induce him to give the order to some other firm.

Where it is desired that an agency be established the best results are obtained by the appointment of some European commission or indent house located in Mombasa or in Nairobi. Such a house is in a position to know the needs of the local market intimately. It can render invaluable service to the American manufacturer in the way of advising him as to the credit ratings of Indian or other importers, and it is often in a position to finance the orders that may be received from such buyers in cases where the manufacturer can not, or will not, give reasonably long terms. Such an agent ordinarily receives from 5 to 10 per cent commission on all sales, according to the nature of the article represented. Generally speaking, specialties pay the higher commission, while for standard lines 5 per cent is the usual rate. If an energetic agent is secured he should be given what is known as the "East African territory," which includes British East Africa, Uganda, German East Africa, and Zanzibar.*

The volume of trade in these hardware lines would not warrant the establishment of either a branch house or a resident American agent.

SELLING METHODS AND PAYMENTS.

Because of the fact that the East African market is distant from the supplying countries and limited in volume of trade, few commercial travelers representing a single line of goods find their way there. Occasionally an agent from a London commission and export house, representing many and varied lines of goods, finds it profitable to pay an extended visit to the country, taking orders for almost every class of goods imported into the territory. The results from such a campaign, especially when generous lines of samples are carried, are much superior to anything that can be accomplished by catalogues and correspondence. Recently a representative of this character spent two months in the country and sent home orders amounting to approximately $50,000. His total expenses while in the country did not average more than $6 per day. He came from South Africa and went subsequently to India. His expenses from Durban to Mombasa amounted to about $130 and from Mombasa to Bombay about $150.

The bulk of the hardware trade, however, is done through the medium of jobbers' catalogues, orders being placed with some local or London indent house. This indent house will execute the importer's order, pay the home manufacturer for the goods, and draw on its East African customer for the amount at from 60 to 90 days' sight. Occasionally, where the order of a well-known importer is involved, the British manufacturer will receive the order direct and

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execute it on the same basis. But this is exceptional. In such cases the manufacturer must face the necessity of being without his money from the date of shipment until the proceeds of the 60-day draft reach him—a process that takes about five or six months. It is obvious that this practice is impossible for most manufacturers, and therein lies the necessity for the service that the indent or export houses are willing to render. So far as the East African market is concerned, there is no evidence to show that credit terms of the future are likely to be greatly reduced.

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CHAPTER VI.

TRAVELING SALESMEN.

INTRODUCTION.

The exporter, drawing from his experience, emphasizes the personal factor in discussing the use of salesmen in foreign markets. This personal factor relates not only to the qualifications of the seller, but also to the characteristics of the foreign buyer. The medium-sized manufacturer of quality goods and the manufacturer of specialities and of technical lines advocate the use of traveling salesmen in markets that are not too distant. Their argument is that the way to get business is to go after it, and by this they mean "send a salesman."

The decision to send a salesman to a foreign market depends partly upon the line of goods, partly upon the territory, its distance, and the conditions within the market, especially the control over distribution channels, and partly upon the prospective volume of trade, immediate and future.

When the volume of trade or the character of the line will not insure the profitable employment of a salesman, and often when a manufacturer wishes to "try out" a new market, salesmen carrying several allied lines are employed by manufacturers.

The selections contain materials bearing upon the above points and also include discussion of the essential qualifications of a salesman, nationality, training and routing of salesmen, the preliminary work in the market before sending salesmen, assisting salesmen on the road, and following up of the salesman's visits.

The selections in Section II bring out aspects of the problems involved in the employment of a salesman, both as to "line" and to "market." The excerpts include a report upon the use of a salesman in selling agricultural machinery, a line which is best sold by demonstration and at the same time requires a guaranty of service through the maintenance of repair parts and repair men. The distance of the market, the control of the local trade channels, and the volume of trade bring into question the profitable employment of a salesman for this line in South Africa. This report includes recommendations as to preliminary campaign and methods of coordination of the work of the salesman with existing trade channels.

In contrast to the problems of selling a machinery line in a distant and limited market is the sales problem connected with a non-

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technical line—boots and shoes—in a near-by market. In the latter case the goods themselves do not require a technical demonstration, but the competitive conditions in the market evidently require the personal factor to make the sale. The volume of trade and the comparatively small expense of the trip result in the frequent use of salesmen in marketing shoes in Cuba. The emphasis in the excerpts is placed upon the distributers and their problems in the Cuban market.

Section I.—SALESMEN AND THEIR FUNCTIONS.

DEFINITION OF SALESMANSHIP.[1]

The necessity for good salesmanship exists just as much in selling abroad as it does in this country. We may send out the best of our manufactured products with a poor salesman behind them, and the results will be nothing; send those same goods out with a first-class salesman—a man who is a student of human nature, a man who is a good mixer, a man who can adapt himself to the people with whom he is to-day and then change and suit himself to the people he mixes with to-morrow—and he will be successful in selling them.

Salesmanship is a mental tussle with the odds depending on circumstances. If the salesman is strong physically—if he feels fresh, ambitious, enthusiastic—he has a mental advantage. If he is a good reader of human nature, knows when to pull and when to push, when to talk and when to keep still, he has a great psychological advantage. He must also have brains sufficient to master the goods he sells and be able to show and to demonstrate clearly and convincingly their particular advantages. A salesman who tries to sell his goods without using his "think tank" has a great deal of good space in his loft unoccupied.

A SURVEY OF THE PROBLEM.[2]

These direct agents are preferable whenever conditions warrant their employment. The difficulties attending the finding of competent, reliable salesmen for Latin America are very great. The employment of men capable of earning good salaries necessarily requires a considerable volume of business to justify such action. As the first or second trip is rarely very profitable, the far-sighted manufacturer will gladly make the necessary investment by sending a capable traveler as his representative, realizing that the ultimate profits will fully justify his action. A proper salesman will render many services in addition to his sales efforts, particularly in the matter of trade investigations, examination of credit risks, etc.

FINDING SALESMEN—WHAT TO EXACT.

Salesmen may be found in various ways. The following are the chief methods: (*a*) Commercial organizations frequently are in touch with men who desire to represent American manufacturers;

[1] Wallace D. Simmons, in Proceedings of First National Foreign Trade Convention.
[2] F[illegible]ith Latin America," by E. B. Filsinger, published by Irving National

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(*b*) advertisements may be placed in New York dailies, in export journals, trade papers, or in magazines devoted to Latin America; one of the most effective means is an advertisement in the New York dailies; (*c*) cooperation of the Bureau of Foreign and Domestic Commerce through its agents, and the daily Commerce Reports.

A careful examination should be made of the applicant's claims for employment. To establish lasting relations it is important that the representative sent to the southern countries shall have an equipment to command the respect of very exacting merchants. He should be gentlemanly in his bearing, willing to conform to the customs and traditions of the places he visits, and preferably able to speak their languages. Above all, he should be willing to learn Spanish and, in the case of Brazil, Portuguese. Of greatest importance, however, is the need of being well posted regarding the articles he has to sell. It is better to understand the lines thoroughly than to have a knowledge of the language; the combination is proportionately valuable. He must have strength of character, dignity, and be absolutely dependable.

DEVELOPING SALESMEN.

The development of men exclusively for Latin American countries is being undertaken by an increasing number of American manufacturers. The far-sighted business man should begin the training of future salesmen very early in their careers, and attendance at continuation schools or at institutions offering training in foreign business is desirable. Self-instruction also may be accomplished by application and serious effort. The knowledge most requisite is a foundation in languages, commercial and physical geography, transportation, and trade conditions.

Preparing the way for a representative will prove highly economical and profitable. This may be accomplished by various means. Correspondence with merchants to be visited will make it possible to give an idea of the manufacturer's ability to handle the trade and of his desire for the Latin American's patronage. Many valuable leads may be developed in this way. Advertising of a miscellaneous character also may be done. This should include distribution of circulars, indicating the character of the firm, the produce sold, prices, etc. Catalogues also may be used advantageously when the manufacturer can determine definitely that they will reach the proper buyers. As traveling expenses are very high, it is most desirable that everything possible be done to lighten the salesman's burden.

EQUIPMENT—LETTERS OF INTRODUCTION.

In Latin America, more than elsewhere, the traveling salesman is considered the representative in fact of the house whose interests he serves. Many firms handicap both salesmen and themselves by failing to supply them with indispensable details. Conditions to be met should be foreseen and provided for.

Good clothing is an indispensable requisite in the equipment of a salesman. The number of kinds to be provided depend entirely upon the places to be visited and the period at which the visit is made. The assortment should invariably include ordinary business suits, but in addition, evening dress wear, which is important in order to

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participate in social life. Occasionally extreme summer clothing may be used, particularly when visits are made to the tropical port districts. Underwear should be of light weight, but if trips to the interior, especially the mountains, are contemplated, it is essential to be provided with winter weights. Attention may also be called to the need of overcoats, depending, of course, upon altitude.

Letters of introduction should be prepared in advance of the salesman's departure. Those who have had experience in Latin America assert that business can be greatly expedited by introductions to the most desirable and influential members of the commercial community. With slight effort it is possible to obtain the names of merchants, bankers, officials, etc., who can aid the representative in meeting firms or individuals in a position to help him. Such letters likewise result in the acquisition of information which otherwise would be difficult to obtain. Letters to American consuls are extremely important and a conference with this official will often prevent much misdirected effort. The official letter issued by the Department of State, at the request of a Congressman, is likewise desirable. Letters to the agents of American banks or the financial correspondents of the latter are very valuable.

MISCELLANEOUS DOCUMENTS AND OTHER REQUISITES.

As the representative of an American house is often called upon to show definite authority for certain necessary action, it is advisable that he be provided with documents fully covering the situation. This should be a power of attorney, granting power to the extent that circumstances warrant. It is essential that it bear, in addition to the manufacturer's signature, that of a court of record, secretary of state, and the Secretary of State of the United States. When the representative is to confine his efforts only to one country, the signature and seal of the latter's representative at Washington also is useful. Letters to the officials of Latin American boards of trade from organizations in the United States or to miscellaneous chambers of commerce also will be useful.

The traveling representative should be supplied as follows:

(*a*) Money in sufficient quantities should always be at his command. It reflects on the manufacturer and proves expensive also if the representative is delayed because of insufficient funds. This may be carried in the form of (1) letters of credit, (2) American Bankers' Association money orders, (3) exchange, (4) gold. It is essential in exchanging money to be mindful of fluctuations and to limit the sums carried to actual necessities. Variations in value of the currency of the several countries also is an item of possible loss.

(*b*) Codes, both telegraphic and cable, should be taken along. This is especially desirable when the article or product sold is subject to sudden price fluctuations.

(*c*) Names of customers who already maintain business relations with the manufacturer should be supplied. In addition, the names and addresses of firms or institutions who have had correspondence relative to business also should be given.

(*d*) Price lists, catalogues, circulars, and other printed matter, giving full information regarding sizes, weights, discounts, terms, etc. Salesmen should not be permitted to leave unless they have been

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roperly provided with this material, as their lack may cause expensive delay.

(*e*) Routes should be carefully planned, particularly where steamship service is involved. A copy of the route list should be left with several departments of the business, so that it may not be misplaced r lost entirely.

(*f*) Expense books in which to render a weekly account of xpenses.

SAMPLE TRUNKS.

These should have the serious attention both of the salesman and of he proper department head. The conditions which must be met n Latin America should be borne in mind and provided for. The ard usage to which trunks are put, the difficulties of transportation, he drawbacks from climatic standpoint, including rains, storms, and ossible immersions while unloading, all should receive consideration. Weight is a particularly important item, especially when animal ransportation is involved. The maximum weight transportable by a burro or mule is about 250 pounds. A load of this weight, evenly balanced on either side of the mule's back, is preferable.

The requirements of the customs officials in the various ports must be provided for, in order to prepare for the bond which is required. To guard against the payment of duties it is necessary to obtain gross, net, and tare weight of trunk; likewise the weight of the shelves and compartments, and of all other contents. Lists of contents, carefully typewritten and attested by the consul at port of departure, will prove helpful. If duty must be paid in money, the traveler should have means of obtaining it quickly.

TRAVELING EXPENSES.

Traveling expenses vary materially. They average from $8 to $15 daily, the first figure being based on a salesman who is careful in his expenses and carries no trunks. The representative who is burdened with many trunks may have to pay from $15 to $21. The items run about as follows:

(*a*) Transportation, including the rates charged by railway lines and river steamship companies, vary quite widely, particularly if based on their relation to American gold by exchange fluctuations. On the whole, traveling is considerably more expensive than in the United States. Only the necessary baggage should be carried, as the free minimum is always low, and in many cases nothing whatever is allowed free.

(*b*) Port charges, including the fees collected by boatmen, when steamers can not dock, usually are fairly heavy, particularly so where samples are concerned and when numerous trunks must be paid for.

(*c*) Hotel rates vary as widely as for the miscellaneous accommodations to be found in the United States. For first-class hotels (the only ones to which representatives should go), they are higher in the larger cities than in those of less importance, even though the actual accommodations are the same in character. The rates vary, depending upon the number of rooms and whether samples are carried or not. They safely may be estimated from $5 to $15 per day, including meals.

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(*d*) Customhouse charges for samples usually include the cost of stamps and the fee for a bond. A brokerage charge made by the customhouse broker for looking after the matter also must be considered.

(*e*) Miscellaneous expenses, such as tips, fees to porters, cigars, cigarettes, miscellaneous entertainment, etc., should not be overlooked. They aid in doing business and are perfectly legitimate. The traveler should be held to strict accountability to prevent waste.

(*f*) Municipal, State, and national taxes on doing business vary considerably. In some places they are high, in others they are not of importance.

SALESMAN'S FUNCTION.

Sales campaigns must be very carefully planned. The highest degree of intelligence is necessary, as the representative in Latin America enjoys extensive opportunities to become well acquainted with the merchant, and by virtue of his personality to enjoy the hospitality which follows proper introduction.

The taking of orders is not the only function of the salesman. He should be impressed with the necessity of bringing his house and its qualifications most effectively to the attention of the Latin American merchant. Especially should he be considerate of the buyer's point of view. Small orders, which the salesman finds difficult to obtain, often are the forerunners to business of large volume. While it may be preferable to solicit the larger volume of trade, the natural hesitancy of the buyer must be considered and he should not be urged too strongly for fear it may react.

"Following up" the advantages of a first visit often results advantageously, even during the absence of the salesman. The latter can not be too strongly urged to get himself well remembered by his customer. This can be accomplished by sending souvenirs and other reminders, which are appreciated to a much larger extent in the Latin American countries than in the United States.

SALESMAN'S REPORTS.

Reports of the salesman's activities are essential both for him and for the manufacturer. Briefly, they should be made on the following basis: (1) The verification of the names on "prospect" list furnished at time of departure; (2) a memorandum regarding the extent to which the merchant is interested in certain directions; (3) the names of additional buyers who may be developed by the representative; (4) credit information, not only regarding the customers of the house, but prospective buyers concerning whom information may more easily be obtained on the ground than by correspondence; (5) a memorandum concerning state of business, etc., in the places visited.

Every consideration should be shown the inquiries made by the traveling salesman, as well as those of any other agent or representative employed. The advantage of a well-equipped foreign department, through which all such matters pass, is here apparent. Often it is impossible for Americans who have not analyzed conditions in Latin America to account for certain requests. It must be empha-

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sized that no matter how strange they may seem they should have instant attention, or the representative may be placed at a serious disadvantage.

LOCAL SALESMEN.

Local salesmen often make the most effective representatives for American manufacturers. They usually reside at a strategic point, generally an important port or commercial center from which base the surrounding country may be canvassed most effectively. No hard-and-fast rules can be laid down for their employment. It may be undertaken in numerous ways. Some of these are: Consultation of local directories; correspondence with larger houses, with request for suggestions of names; inquiry of banks; application to American consuls; suggestions by commercial organizations, export trade journals, etc.

Arranging territories for local agents should be done with the utmost care. A mere request for a large field which it would be difficult to cover adequately should be regarded with suspicion. Furthermore, the manufacturer must consider the probability of obtaining sufficient orders to justify a territory. For instance, the entire west coast of South America, consisting of Colombia, Peru, Ecuador, and Chile, would not prove a logical division for a local agency. On the other hand, the Republic of Peru properly might be assigned to an agent in Callao, provided he could demonstrate his ability properly to canvass the whole field.

OTHER PRECAUTIONS.

When engaging salesmen there are other precautions which should be observed in addition to those which already have been referred to. Particularly is it necessary to exercise care as to the moral character of the agent. No matter how brilliant may be his record as a salesman, if his character is questioned by the local merchants it ultimately will reflect on the American manufacturer whom he represents. Sometimes it is necessary to depend upon such local representatives for the adjustment of difficulties or even the collection of accounts.

Unless agents can be trusted implicitly, the manufacturer may find himself in serious difficulties. Extreme caution is needed when the power of "*del credere*" is given. Under such arrangements the payment of bills by merchants from whom business is obtained is assumed by the agent if the merchant can not settle the accounts. Obviously there must be absolute confidence in the agent, as serious losses may result.

CLEARANCE OF SAMPLES.

Samples under bond may be used in practically all of the Republics. In some of them, however, bond is not accepted and payment of the duties is exacted. For this purpose the salesmen should be well supplied with funds.

The clearance of samples is attended by numerous technical details, and it is advisable to solicit the aid of an experienced and reliable broker thoroughly familiar with the procedure. Nothing is gained

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by endeavoring to avoid this expense, as many obstacles have to be overcome and the uninitiated find them extremely difficult.

The documents required for clearing samples under bond are numerous. Of supreme importance is the list of contents of trunk or receptacle, containing exact memorandum of the samples, preferably with their description in Spanish or, in the case Brazil, Portuguese, and their exact value and weight. The consular documents properly verified by the consul at the port of departure, will prove extremely useful.

The facts regarding the clearance of samples are not difficult to obtain. The information may be had from the agents of the Bureau of Foreign Commerce, or direct from the Bureau. Application may be made to the consul general of the Latin American countries in New York City. It is possible also to ascertain the facts from foreign trade organizations.

TRAVELERS' TAXES—SELECTION OF ROUTES.

These have long been a source of trouble in many Latin American communities. They are not charged in certain places, but some of the Republics have imposed heavy ones. To learn the facts the American consul invariably should be called upon immediately after arrival. For details as to charges in the different countries, see a publication of the Bureau of Foreign and Domestic Commerce, "Commercial Travelers in Latin America," Tariff Series No. 35, sold by the Superintendent of Documents, Government Printing Office, for 15 cents.

Travelers' routes should be chosen with the utmost regard for efficiency, based on economy and results. Frequently the "leads," or prospects, that have been developed by correspondence will indicate the best course to pursue. In other cases, however, all sources of information of value in determining the most favorable points of attack should be utilized. As a general rule, experience has shown that it is best to canvass one field thoroughly in preference to working in a "helter skelter" way, and jumping from one capital to another. Much important information regarding routes, cost of traveling, fares, etc., can be supplied by tourist agencies. Steamship lines which ply between the United States and Latin America, can render very useful service. In addition, the express companies, which are specializing in foreign trade, have excellent facilities to aid the traveler.

THE PERSONAL FACTOR IN FOREIGN TRADE.[1]

CALL FOR SPECIALLY TRAINED MEN.

In connection with the campaign which the United States has been and is now waging for an increased foreign trade, we have heard much in the press, through conventions and personal remarks, of the preparation of goods for this end, the conditions of competition, the markets to be invaded, and the means by which the goods are to be shipped and financed. Little attention has been paid, however, thus

[1] George H. Richards, foreign sales manager, Remington Typewriter Co., at an annual meeting of American Manufacturers' Association.

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ır to one of the most important elements which enters into this roblem. This is the personal factor.

Broadly speaking, the personal factor in foreign trade centers round all of the influences which enter into the question, other than roduction, delivery, and finance. It is the human and sociological opposed to abstract commercialism. If we narrow it down it bemes largely a matter of obtaining the proper men, especially young en, in the United States to undertake the work necessary to get ur goods from our factories into the hands of customers in the fields e seek to enter.

Heretofore much of the selling work of American manufacturers ho have ventured into foreign fields has been done by men drawn rom and trained abroad. It is debatable whether it has not been he exception, rather than the rule, to find the traveling representaives of American interests abroad, especially in countries other than here English is spoken, of American birth or antecedents. This not to say that the work has not, all things considered, been well one. I feel safe in assuming that Americans want American-made oods outside of America sold by Americans. The fact is that the Jnited States never has had, and has not to-day, a class of young nen from which to draw for foreign service similar to that to be ound among our international competitors. The absence is due primarily to comparative conditions. The demand, however, is urgent.

If we have not this class, how are we going to obtain the men? If onditions in the United States are so promising and remunerative hat our young men can make here as much, and probably more, than hey can by work abroad, what are we to do? What must be the inducements that will draw them into foreign work and away from nome surroundings? What kind of an offer shall we make them hat will compare with the inducements which appeal to the youth in other lands, who see in foreign work an opportunity to earn more money than they are likely to be able to at home? What kind of an incentive shall we hold out to persuade them to spend the time and effort necessary to qualify themselves for foreign service? Why should they study languages, markets, the mechanism of exchange, and all the other features which appeal to the youth of other lands as likely to ultimately secure a satisfactory financial reward?

Let us assume that we appreciate the desirability of developing such a class and that we realize the importance of the work we expect to have done. The question then becomes twofold: First, what is the kind of men we need; second, what must we do to get them?

PERSONAL QUALIFICATIONS OF THE SALESMAN.

The qualifications which constitute the proper grounding for this work are many. The promising candidate must be a man with much of the spirit of the pioneer. He must have a desire for excitement and discovery. He must be adventurous. He must feel that the work he is to prepare to undertake is to be of more than local interest. He is to wage a war for American commercial supremacy, although fighting under the regimental flag of his own goods. He must be ready to make sacrifices, to suffer personal discomforts, to contend against severe opposition, and to accustom himself to the lonesome-

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ness of strange and unusual surroundings. He must be patient and able to hang on, not easily discouraged or disheartened. He must, to a certain extent, live in the future, building, not alone for himself and his immediate concern, but also that he by his work may add to the sum total of American commercial progress. He must be broad and liberal in his view, a good mixer, and able to represent with dignity, not alone himself and his house, but his Nation. He must realize that his is a mission which is broader than mere commercial success and that it can only be carried out if aided by the proper amount of tact, judgment, energy, and initiative.

He must know his business absolutely, and let the other man also know his. I recall an incident in Hobart, Tasmania, several years ago where the new representative of one of the best-known English concerns never booked an order in that town, which was his first port of call after leaving England, because everybody with whom the house had been in the habit of dealing became satisfied within a few minutes after meeting him that he knew more about their business than they did, with the result that they were afraid to order for their own account in his presence. On his next visit he discovered that they knew more about their business than he did, with the result that he regained some of the business lost on the first trip.

The American salesman must be proud that he is an American and jealous to sustain that honor which we all demand shall at all times attach to the name. There have already been too many instances of commercial men posing as Americans who have done much to belittle the name abroad. He must be ready to resent and condemn in his business associates anything that seems likely to bring the American name into discredit. His success can only be approved as it adds to the reputation of the United States for honorable dealings.

It naturally follows, also, that a man to properly qualify for work must be practically foot-loose. His domestic arrangements must be such that he is free to go whenever called, to any point desired, and to remain as long as business may demand. Duty must supersede all other considerations. Unfortunately, domesticity can not flourish with the man prepared to commit himself to the arduous requirements of foreign service. Absences from home, however, should in his case be no greater than, and in the majority of instances not as great as, those which are entailed upon the average naval officer. We have no difficulty in finding plenty of aspirants for the Navy. Are we going to be able to develop conditions which will render it as easy for us to find aspirants for foreign commercial service?

LIBERAL INDUCEMENTS NECESSARY.

I realize that I have not drawn an attractive picture. Have I drawn a true one? If uninviting, though true, what shall we do about it? Present conditions emphasize the need of men. Many of those we have heretofore interested have withdrawn from the service after a short time. Records of the American concerns with interests in Buenos Aires, for instance, show that of the men sent from the United States during the last few years to that city, one of the most attractive points in South America, over 80 per cent returned. or w[illegible]d, home inside of 12 months. I recall a short time ago [illegible]eign branch of a large concern with headquarters in

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New York where among the 40 or 50 employees there was not one American; every one was German, and the country was not Germany.

This being the situation with regard to requirements and men, can we develop the inducements? If so, what are they to be? This is the manufacturer's or employer's problem and duty.

The manufacturer must realize that, inasmuch as the work calls for all of the selling ability he would expect in a domestic salesman, and much more in other directions, the cost is necessarily in proportion. It is high-class work, requiring high-class men, and high-class compensation must follow. It is useless to expect anything else. The work would better not be undertaken at all than undertaken with men who are incompetent or unqualified. A cheap man means cheap work. This must necessarily be the result unless the reward attending it is in keeping with the requirements.

The manufacturer must be prepared to place proper confidence in the judgment and conclusions of his representative. Unless he is willing to discuss, and possibly to accept, the suggestions offered as the result of work done in his behalf, and the plans developed by study of conditions and requirements in the territory where business is sought, much of the work and attendant expense will be thrown away. Nothing discourages a good man more than to have the conclusions he has arrived at after much sacrifice and labor treated indifferently or disregarded. If he is big enough for his work, his judgment is good enough to be made the basis of the working policy of the house.

EXPENSES OF FOREIGN TRAVEL.

The manufacturer must realize that traveling abroad is an expensive proposition; that the representative is under conditions which permit no comparison with rules which must necessarily be enforced with the selling staff at home. His mission is ambassadorial, and his expenses are in proportion. He meets a cosmopolitan class of people on steamers, in hotels, and in business, with whom he must maintain a position of dignity. The exchange of social courtesies must necessarily involve comparatively large personal expenditures. While I do not encourage the idea of reckless expenditure, a proper regard for the dignity of his position calls for many items which can easily be avoided at home. Nothing is so apt to discourage a man and belittle his work and the house he is representing as to find himself placed in a position where he can not socially "hold his end up." I recall meeting in Cape Town a few years ago a representative for an American house who had been sent from New York on a tramp steamer and was restricted in the matter of hotels to a list of second-class establishments. The list had been made up for him before leaving home. Was it surprising that his trip proved a failure?

Just what constitutes a fair average of daily expenses for a high-grade man engaged in high-grade work abroad can not definitely be determined. The character of the work, rapidity of movement, and territory to be covered all influence the amount. This is an item of cost which must be considered as much as anything else in estimating the chances of successful foreign competition. Any manufacturer, however, who is not prepared to incur what is generally regarded as

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a reasonable amount is not likely to obtain, or, if obtained, hold the right kind of man.

While ready to meet the expenses of a representative liberally, the manufacturer has a right to, and should, insist that the money spent for his account be judiciously employed for the sole purpose of stimulating and obtaining business. He, however, should not nag over trifles, nor question too closely. The accounts required should not be so detailed as to make the recording of them irksome. Expenditure should be subsidiary to results. A good ambassador is seldom a good bookkeeper. His judgment on the propriety of any item of expense is apt to be sound if he is the right kind of a man to send abroad.

The manufacturer must be big enough to appreciate the value of good work done in foreign service, and to properly apportion credit for it. He should not allow his interest in home affairs, or in those around him, to lead him to withhold acknowledgement of the service which the man in the foreign field is giving—in many cases under trying conditions. Preferment and honor should be granted to none at home until his claims to consideration have been fully reviewed. We are not likely to find good men or, if found, keep them in the field if they are led to feel by developments in the home office that there is nothing before them other than work abroad; and that men at home who have worked no harder, if as hard, who have suffered but few deprivations and contributed relatively in no greater degree to the development of the business, have first consideration, while they are overlooked or forgotten. If the man is ambitious and aggressive, as we have decided he must be if he is to be successful, he is not going to be satisfied unless he sees a future in the business he is working to build up. This is a point I would particularly emphasize. Nothing else can compare with it. This is the one inducement which should always be held out in connection with this branch of the business.

HOLDING COMPETENT SALESMEN.

I would thus offer the following policy as the one which will be productive of the best results to the American manufacturer for interesting and holding the right kind of men for foreign work:

Treat them liberally in the matter of compensation; place full confidence in their judgment and conclusions; encourage and appreciate their work, even if relatively of small volume; hold out to them the idea that the best prospect for ultimate preferment is through successful work in the foreign field, with all of its attendant sacrifices and deprivations; and assure them their value to the business will be such, as the result of this experience, that nothing the business has to offer will be beyond attainment.

A number of instances among prominent American concerns tend to confirm the correctness of these conclusions. Several of our large houses are to-day managed in many important departments, from the chief executive down, by men who have made a name for themselves through foreign work. It is unnecessary to mention them, all will probably recall many. It is a question, however, if the point has been brought home to the rising generation.

Before closing I would like to say a word with regard to the per- the home office.

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We all appreciate the value of the personality of the man who is representing us in the field. If the man is strong and able he will develop and hold business, even where quality and price might, at times, render it doubtful. The point I desire to make, however, is that this personal factor should, as far as possible, be carried into the correspondence which passes between the manufacturer and the customer. Every effort should be made to keep a cordial and personal note running through all communications. A mere routine or careless handling of letters in the office will often offset the value of the personal factor in the field. The correspondence should be directed and supervised by some one personally acquainted with requirements and conditions, and whose experience enables him to handle orders and all the necessary details, and to adjust all questions and disputes in such a way as to prevent any friction or misunderstanding. This is particularly needful with most of the countries where other than English is spoken.

The manufacturer should not allow any and everybody in the office to write all sorts of letters on all sorts of subjects. The foreign correspondence should be centralized. It should be received and answered in one department. It should be under the direct check of some one qualified to supervise it, even if too voluminous to be handled by him alone. To accomplish this it is preferable that the department be in charge of some one who has had experience in the field and can thus inspire the proper spirit in those working under and through him.

This provision should also extend to orders as far as possible. Foreign orders should be handled by those trained and experienced in foreign work. The attention to detail and the judgment required are such that nothing but poor results can be expected from an arrangement which permits foreign and domestic orders to be passed along to the manufacturing department through the same general channels. The conditions of receipt, preparation, and dispatch differ so materially that, as far as facilities permit, the supervision should differ also.

We are all anxious to increase our foreign trade. We must, however, realize that, although thousands of miles away, all of our customers are human and they like to feel that the man at our end of the line has a personal interest in their welfare. Everything must be done to develop this spirit of personal interest and cordiality and to destroy, or at least to conceal the cold, calculating impersonality that apparently seeks business alone for the money that is in it. The personal factor must necessarily constitute an important element in the development of our foreign trade, whether in the manufacturer himself, through the men he keeps in the field, or through those to whom he commits the care of the work which has to be done in the office at home.

IMPORTANCE OF SMALL COURTESIES.[1]

A salesman going to Latin America must not only learn the language and thoroughly know his line of goods, but he must learn as much as possible about other lines of goods that are sold in those countries. I remember a traveling man who was making a trip

[1] Dr. Samuel T. Busey, in Proceedings of Second National Foreign Trade Convention.

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through Latin America. I met him in a town down in Guatemala. This traveling man called on a merchant from whom he hoped to get an order, but he said, "I can not talk with you to-day; I am very busy. I must go to my farm; my threshing machine will not work. I have telegraphed to the agency for an expert to come and fix it. It will cost me $10 a day and his expenses. If it rains my wheat will be ruined." The traveling salesman said, "I will go with you to your farm and perhaps I can assist you." The merchant smiled, but accepted the offer. After working two hours on that thresher the traveling man had it working and the wheat was saved. That salesman happened to have been a farmer in his younger days. He had also studied the Latin American on his previous visits and had learned how to gain his confidence. That merchant is still buying goods from the salesman who knew how to fix his thresher, and you could not win him away from him to save you. You will find it is often the case that one little favor will win a lasting customer.

Some of our American salesmen have a failing they must overcome. They forget to ask the buyer, "Is there anything my house can do for you in the United States?" They should think of that, for any little favor his house might be able to do for that buyer so far away would save him a great deal of time and trouble. That is also a failing with a great many American manufacturers. I claim that every letter written to a far-off customer should contain the little sentence: "We would like very much to be of service to you in any way possible." Emphasize that in every letter.

Not long ago a man came to me regarding a letter he had received from Habana, Cuba. The ending of the letter read, "I wish you a very happy and prosperous New Year." Our Newark friend, a business man of many years' experience, and who has done considerable business in South America, ended his letter in answer to the one received, "Yours very truly." I asked him why not add, "We thank you very much for your kind felicitations for the New Year and wish you the same"? He had forgotten the little details that cost nothing, yet they go a long way toward retaining foreign trade. We must never forget the little things. We must emphasize courtesy with the Latin American race. Even if you have to spend a little time or an extra nickel on the telephone to tell some manufacturer that your customer in some foreign country wants catalogues and prices of his goods; I am sure it will be well worth your time or expense, for you will be forming closer trade relations between your factory and the merchant.

"SIMPATICO."[1]

To get acquainted with the Brazilian, his temperament and mental attitude, is an important matter. It is necessary to associate with Brazilians in order to understand them. Every opportunity for social intercourse should be cultivated, in contrast with spending one's hours of recreation with one's own countrymen. The only way to know the Brazilian people is to associate with them intimately. The English have never done this, and this attitude on their part has created an unpleasant feeling on the part of the Brazilians. The

[1] "n Going to Brazil," in The Americas, Vol. I, No. 8, December, 1914.

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Germans have associated freely with the Brazilians and have intermarried with them.

The Americans resemble the Brazilians temperamentally much more than do the English or the Germans. The Brazilians consider us "simpatico," which means that they understand and feel at ease with us; that we are sympathetic in our views, responsive in our conversations, and, in short, that we are "understanding" people. The Brazilians like us better personally than they do the English or the Germans, because they find us easier to understand and easier to get along with. This refers especially to the American who does not evince too dynamically his desire to hustle and who is comparatively courteous.

However, they have more respect for and consider more seriously British and German government and business institutions. They feel that we are in a continual condition of change and alteration both in government and in business policies, and this creates a feeling of uneasiness toward us nationally even while their regard for Americans as individuals is of the highest and warmest.

The American going to Brazil should not fail to take proper and sufficient letters of introduction. He should arrange for a letter to the American Embassy, to the American consul general, and if possible to one or two Americans of importance in Rio de Janeiro or São Paulo. The object of these letters should not be to ask for assistance in carrying out the work which the man has in mind, but merely to serve as his credentials in order to establish him properly in business as well as in social circles.

A man who fails to provide himself with letters may find himself in an embarrassing position when trying to carry out some negotiation or transaction. In Brazil, as here, people first of all want to know what your standing is before they care to discuss matters of importance with you. The embassy and consulate are only too glad to vouch for Americans who are properly introduced to them. But men failing to provide themselves with proper credentials are apt to be looked upon as adventurers and often find difficulty in making progress in the work which they undertake. Especially is this true of all Government business.

QUALIFICATIONS OF A SUCCESSFUL SALESMAN FOR BRAZIL.

The selection of representatives of American business interests should be considered a matter of the greatest importance. Not only do they represent houses whose business they have in charge, but from these men the Brazilians are bound to take their ideas of American morals, ability, courtesy, and general standards. Such representatives should be selected with great care, and in considering the qualities which should govern the matter one should place them about as follows, in their order of importance: Integrity, ability, courtesy, knowledge of the language, fixity of purpose, and feeling of patriotic responsibility. Especially is it necessary that a man's integrity be absolutely unquestioned in giving him charge of a business at such a great distance. Practically 6,000 miles away, 18 days by steamer, which means perhaps two months to get by letter a carefully considered reply to an inquiry, you must leave such representatives

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mostly to their own resources. And so it is necessary that you feel quite sure of a man's integrity and his ability to carry out the work which you place in his hands.

In Latin countries courtesy is absolutely necessary, not alone as we think of it at home, but courtesy which includes complete consideration of the people with whom you are dealing, courtesy which enables you to see the matter from their point of view, and which prevents you from showing even the slightest indication of impatience in your dealings.

We must remember, and it can not be emphasized too strongly, that after all we are trying to get their business, they are not coming after ours, and the buyer is always entitled to every consideration. The knowledge of the language is here placed in the fourth position.

It is not absolutely necessary, generally, that a man should speak Portuguese or even French when he goes to Brazil. If he be able to speak Portuguese or French in addition to the other qualifications just mentioned, that is of course of much advantage, but not at the beginning necessary. The study of the Portuguese language should be taken up deliberately and thoroughly as soon as the representative finds himself at home in the country. The best way to do is to enter a Brazilian family, as a member thereof, under which circumstances in a few months he will speak colloquially the Portuguese or Brazilian language, speaking it exactly as the Brazilian speaks it. Many commend this method highly. It is, of course, necessary to employ men as representatives who have the idea of entering into the foreign representation for some years to come, otherwise, work which it has taken some years, perhaps many, for a company to establish, will more or less have to be done over again on a change of representation.

COMBINATION SALESMEN.[1]

Many American manufacturers who have heretofore done no export business with South America have in the last year or two become interested in the markets of that region, and have been considering plans of introducing their goods into South American countries. The question as to the best method to pursue to effect this is at times rather perplexing, and many concerns have considered the proposition of uniting with other manufacturers in engaging a special agent to tour South America and handle a number of different lines of goods. In cases where the firm does not feel justified in employing its own traveling man for this purpose, such a plan has many merits to commend it; but its success depends, in the first place, on getting the right representative for this work and, in the second place, on seeing that the number of lines he handles is small.

The Bureau of Foreign and Domestic Commerce has recently received a notice that many men are touring this country in an effort to interest manufacturers in some such plan as that mentioned, but that certain of these men are irresponsible and are carrying such a large number of different lines that they can not be expected to give proper attention to any one of them. It would be well for any manufacturer approached by such a prospective agent to assure himself positively as to the reliability, standing, and experience of the sales-

[1] From Commerce Reports for Mar. 10, 1915.

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man, and especially to see that he is handling only a limited number of lines, and that these lines are rather closely related. In all cases references should be required before any contract is made, and these references should be consulted, if possible, through personal interviews. In this way those proposals which are really meritorious can be sifted out from the large number from which nothing of practical value is to be expected.

Section II.—PROBLEMS OF SALESMEN IN SELECTED MARKETS.

SALES IN A DISTANT AND LIMITED MARKET.

SOUTH AFRICA: AGRICULTURAL MACHINERY.[1]

The distribution or sale of farm implements and machinery in South Africa, generally speaking, is carried out on lines similar to those followed in the United States. The importers, so far as they can, sell to the country dealers on some mutually agreed terms of sale, giving them ordinarily a discount of 15 per cent from the net catalogue prices, for invoices to be paid in three or four months, as may be agreed upon. A 5 per cent extra is allowed when they pay cash in 30 days. When goods are sold through dealers, importers often reserve the right to sell directly to farmers in their territory, but in general, when this is done, a commission on such sales is paid to the dealer. While implement dealers are found in the principal agricultural sections of South Africa, importers often find it necessary to sell directly to farmers.

Farmers in South Africa usually take a good deal of time to pay for their purchases of farm machinery, but on the whole the situation there is at least as astisfactory as in the United States.

South African importers of farm machinery deserve commendation for the satisfactory manner in which the business is conducted, the more so when one considers the difficulties they are often called upon to meet. The South African firms in this trade are well managed and quick to respond and cooperate in the carrying out of any trade-promotion undertakings. The most practicable way for American manufacturers to do business in South Africa is to deal with them. The trade is not yet large enough, and the number of implement dealers is altogether too small, to justify any other means of selling farm machinery in South Africa.

It is generally assumed that three or four importers do from 75 to 80 per cent of the business in farm machinery. Besides these, however, there are a number of firms doing a limited trade. Conditions are such that the smaller importer may easily grow in importance when supplied with the right kind of goods and given the proper backing by manufacturers. The unsuitability of the lines they handle is the chief handicap operating against their expansion. There is no room in South Africa at present for any more importers nor, it may be said, for American manufacturers new in that business, unless they intend to give very particular attention to the re-

[1] From "Markets for Agricultural Implements and Machinery in South Africa," by Juan Homs, Special Agents Series No. 146, Bureau of Foreign and Domestic Commerce.

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quirements of the country. Those who decide to do so, however, will find that South Africa offers a relatively attractive and profitable business field.

CATALOGUES AND CORRESPONDENCE.

It is important to take into account that the South African firms interested in the importation of agricultural machinery and implements are generally of high standing and figure among the largest concerns doing business in the country, even though their business in implements may be small. They are always to be considered in the class of jobbers and not in that of retail dealers. It is evident, therefore, that in soliciting the patronage of such firms strictly high-class business methods should be employed.

American manufacturers who are new in the South African trade may use catalogues and correspondence to advantage to ascertain the possibility of interesting importers in their goods. Catalogues in English will serve for this purpose. To be fully effective, they should contain straightforward descriptions and clear illustrations of the machines. Specifications of the principal parts, indicating the material of which they are made, the sizes in which they can be furnished, and net weights, should also be given. Cubic measurements, the gross weights of the machines boxed for ocean transportation, and the number of machines packed in each box are very essential details. It will be advantageous to include in the catalogue or price list code words for cabling purposes, for each type and size of machine. Prices f. o. b. steamer New York should either be set forth in the catalogue or given separately. It is most important that the catalogue and price list contain all necessary information, so that the importer may not be deterred from ordering by reason of the absence of some essential data. It will be found advisable to write a letter, by the same mail in which the catalogues are forwarded, giving all necessary information of a confidential nature, such as discounts, terms of sale and payments, etc.

In writing follow-up letters, after the catalogues have been sent, sufficient time should be allowed to give the importer an opportunity to acknowledge receipt of the previous letter. In normal times, 90 days should be reckoned as necessary to obtain a reply from South Africa. The character of the firms to which follow-up letters are addressed should not be ignored. The sensational type of follow-up letter, even if it has often proved successful with farmers and small dealers in this country, is not likely to be the best to write to South African importers. As a rule, the concise, courteous, well-constructed, and convincing business letter that one up-to-date business man sends to another will prove most effective. It is difficult to account for the fact, but it is nevertheless true that many persons in South Africa are inclined to believe that some American firms make extravagant and exaggerated claims in offering their goods. The best way to overcome this impression is to adopt a straightforward style of business English, with letters and catalogues containing all the essential information that the recipient must have to consider intelligently the proposition embodied therein.

It has often been found that price lists and catalogues did not
each other, and as a consequence the foreign buyer

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has had a good deal of difficulty in finding out the price of machines in which he was interested. The question has often been asked why prices can not be given in the catalogue itself instead of issuing separate price lists, the more so as it is customary in the implement trade to cover all prices with discounts ranging from 20 to 50 per cent. While there may be some argument against doing this in the domestic trade, the fact that the importer resides many thousand miles away from the manufacturers, and that he handles implements as a side line, should suggest the advisability of sending catalogues with the prices printed in them. The more easily he can obtain the information he requires, the greater his interest in the business will be. Whenever a catalogue makes any reference to attachments with which a machine can be equipped, their prices also should be clearly given, as well as net and gross weights and cubic measurements.

It is not recommended, as a means of creating a demand in South Africa, that manufacturers should send catalogues or circulars direct to farmers. The only satisfactory way for American manufacturers of implements to sell their goods in that country at this time is to take advantage of the selling organization possessed by importers and merchants. Even if some sales were made as a result of sending catalogues and letters direct to farmers, an all-around satisfactory business could not be created because of the difficulties that purchasers would experience in obtaining repair parts and competent advice whenever anything went wrong with the machines.

The manufacturer must always realize that, no matter how popular and favorably known his goods and his firm may be in the United States, in most cases this will not be true in South Africa. In his correspondence and catalogues, therefore, he should avoid taking anything for granted. The more detailed information he gives, tending to prove the good points in his line, and the less he says in an abstract way (such as unsupported statements that his goods are the best made in the world) the greater the effectiveness of his printed matter.

SALESMEN.

The use of catalogues and correspondence is by no means recommended as the most effective way to sell goods in South Africa. The best procedure for a manufacturer, whenever he produces suitable goods, is to send a capable representative to that country. Before doing so, however, he will be well advised to undertake a careful campaign, with the aid of correspondence and catalogues, to make the South African importers well acquainted with his name and his goods. In this connection every effort should be made to ascertain what interest his goods have created. This will assist the representative very greatly when he personally calls on the trade.

The time is past when the only equipment of an implement salesman endeavoring to get business in South Africa consisted of a catalogue describing and illustrating the goods he was selling. South African importers will require to inspect a sample machine before giving an order of importance. From a trade-building viewpoint, when an agency is established solely with the aid of catalogues the salesman is at a great disadvantage as compared with the salesman working with sample machines. In the latter case, the

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salesman has an opportunity to point out fully and effectively the advantages of his line, and this knowledge will enable the importer thenceforth to offer the goods to his trade in the most practical and persuasive way. When the salesman is not in a position to describe the features of his goods to the importer with a sample machine before him, either in the office or in the field, the importer will have to become conversant with the selling features of the goods as best he may when the implements are received, without the assistance of the factory salesman to indicate the particular points of superiority and advantage that the goods may have. To provide the salesman with sample machines will inspire the importer with the belief that the manufacturer has complete faith in the goods; otherwise he would not incur the expense that this involves. In a great many instances this belief will be conducive to the success of the sale.

Manufacturers who have already shipped goods to South Africa, but desire to increase their business by sending a representative to that country, need not, ordinarily, provide him with samples, since it should be quite expedient for him to obtain one of his machines there in case of necessity. It is obvious that samples of an entire line need not be carried. What is required is several representative machines, showing general quality and workmanship.

THE SALESMAN AS INSTRUCTOR AND DEMONSTRATOR.

In addition to sufficient ability and experience to consummate a deal, including the securing of the order and the drafting of a contract stipulating the basis upon which an agency is established, the salesman should possess the necessary knowledge to thoroughly instruct the buyers, and those persons in their staff who will have to do with the sale of his goods, concerning the construction, operation, adjustments, and selling features of the machines sold. The number of houses in South Africa exclusively devoted to the sale of farm machinery may possibly be counted on the fingers of one hand. A larger number of firms handle many other lines besides implements, although they maintain a separate department for their sale. In a good many cases, however, no pretense is made of having, either at headquarters or among the field sales force, men who know very much regarding farm machinery in particular. It is evident, therefore, that the manufacturer who desires to build up properly a profitable and increasing business will find it to his advantage to cooperate with his agents in South Africa by giving them all possible assistance in the effective and aggressive selling of their goods. The manufacturer's representative on the ground is the person best qualified to do this work. As frequently as possible he should give field demonstrations, so that his agent's salesmen and dealers may become conversant with the merits of the machines as brought out by actual operation. Nothing has ever stimulated so much the demand for implements as the field demonstrations given by representatives of American and Canadian firms when implements were first beginning to be sold in South Africa.

The remark has often been heard that the salesman who will take his coat off to show how an implement works loses the respect of the trade as a business man. The writer ventures to assert that the contrary [illegible]ue in almost every case.

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The success or failure of any manufacturer attempting to create a market for his goods in South Africa hinges chiefly on the character of the representative he sends to sell his goods and otherwise to foster a demand for them. The first essential is that he should enjoy the full confidence of his principals and have full authority to agree to make such changes as may be indispensable in the adaptation of the goods to the requirements of the trade. Confidence in the salesman's good judgment in this respect should be such that whatever recommendations he makes will be strictly adhered to. A salesman should be endowed with an agreeable personality, a dignified bearing, and the ability to discuss matters with the heads of large firms. He should be aggressive and enthusiastic, as a great deal depends on his arousing the interest of the chiefs and staff of the firms that he may visit. He should also be prepared to meet in a social way those with whom he transacts business. As a rule, social contact and intercourse is far more important in the transaction of business in South Africa than it is in the United States. No man should be selected as a representative in South Africa whose employer does not consider it a pleasure to entertain him at his own home. A salesman operating in South Africa must also be aware that business is not transacted there as rapidly as in the United States. A certain amount of acquaintance is necessary before business will be seriously considered.

When representatives have succeeded in placing their goods with a large firm having several branches, they should call at these branches and spend an adequate amount of time establishing ties of friendship and acquaintance with their managers, informing these, at the same time, of the selling features and working advantages of the goods. This thoughtfulness on the part of the representative will often be highly appreciated, and not only will much good will be created but the interest of the branch and its manager in the sale of the line will be greatly stimulated.

SALARIES AND EXPENSE ALLOWANCES.

The private and personal expenses of a salesman operating in South Africa will be a great deal higher than in the United States. The chief reason for this is that all articles which he will require to purchase from time to time have to be imported from overseas. This fact should be taken into account when arranging the matter of salary. Consideration should also be given to the fact that the salesman sent to South Africa will feel (at least after a while) that he is denying himself a good many of the comforts and advantages making for personal contentment that he enjoyed in his own country. It is difficult to suggest on what basis the question of salary should be adjusted, but the advisability of properly compensating the salesman will be readily apparent.

Traveling expenses in South Africa, in themselves, are not greater than those incurred when visiting the larger cities of the United States. On the other hand, outfitting of all kinds, laundry work and pressing of clothing, comforts and amusements, and the expenses involved in any sort of social entertainment (which occur very frequently when a man is temporarily living in South Africa and residing at hotels or clubs), form, in the aggregate, an expense of consid-

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erable importance. In addition to hotel charges and gratuities, the representative of an American firm should be given reasonable latitude to move about without the feeling that, in addition to traveling in a country that lacks the comforts of his home and the attractions of a highly developed country like the United States, he will complete his work at a greater expense to himself than if he had operated in the United States. Ordinarily an allowance averaging about $2.50 per day should be granted for petty and incidental expenses, with authority to exceed this allowance when necessary in the best interest of the business.

The hotels in South Africa are fairly satisfactory and are improving from year to year. In the larger cities they are quite comfortable. If the small towns are visited, the traveler will often be compelled to put up with less modern accommodations. In the larger cities the hotel rates vary from $4 to $5 per day, American plan, to which a suitable sum for gratuities must be added.

TENTATIVE ROUTES.

Assuming that representatives of American firms visiting South Africa will enter the country via Cape Town, the following cities can be visited in the order given: Cape Town, Mossel Bay, Oudtshoorn, Port Elizabeth, East London, and Durban. All these cities can be reached from Cape Town by rail without making any great detours, and by steamer as well. From Durban the traveler can proceed by rail to Pietermaritzburg, Bloemfontein, Johannesburg, and Pretoria. There are a few other cities in the Union that in some cases a salesman will find it to his advantage to visit. Most important among these are Malmesbury, reached by rail from Cape Town; Grahamstown, reached by rail from Port Elizabeth; Queenstown and King Williams Town, reached by rail from East London; Kimberley,[1] reached by rail from Bloemfontein.

The demand for farm machinery in Rhodesia has not so far become important enough to justify the inclusion of that country in the regular route of a farm-machinery salesman. It is rather suggested that before or immediately after a salesman arrives at Cape Town he should write the importers and merchants of Rhodesia with a view to ascertaining what chances there may be for him to do business. If it is decided to visit Rhodesia, the best plan is to go from Johannesburg to Bulawayo by rail and thence to Salisbury. When this is done the return trip can be advantageously made via Beira and Lourenço Marques. It is suggested that, so far as possible, the cities situated on the east coast of South Africa be visited during the winter (April to September), as Durban, Lourenço Marques, and Beira are very hot during the summer.

From six to eight months should be reckoned as the amount of time necessary to cover South Africa properly, although, naturally, a great deal depends on the particular lines handled and the class of connections desired.

The selling of goods in South Africa invariably involves the establishment of agencies. The utmost care should be exercised in deciding what agency territories should be given to the firms from

[1] For the traveler selling windmills and gas engines should include Kimberley on his route.

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which orders have been secured. There are several importers in South Africa who have very extensive connections throughout the country, and it might prove difficult to interest these concerns in a line when the representative has given to another firm the agency for some section of the country that they themselves can properly cover. Several representatives of American firms have found it very difficult to make definite arrangements concerning agencies and territories the first time they visited the cities in which importers of this class of goods are located. They have found it advantageous to pay a second visit to the principal South African cities—after the country had been once thoroughly covered and a full grasp of the situation obtained—for the purpose of definitely arranging the question of territory to be granted to each agent.

DIRECT AND CONTINUOUS REPRESENTATION.

Owing to the fact that few firms in South Africa specialize in the sale of farm machinery to anything like the extent that prevails in the United States, the most desirable way for a manufacturer to create a satisfactory and profitable trade for his goods, and to insure its maximum development, is to maintain direct and continuous representation in that country.

This plan, however, has the disadvantage of being too expensive for the average manufacturer. There are perhaps only six or eight firms in the United States that would be justified in being so represented. To overcome this difficulty, manufacturers of noncompetitive lines could combine for the purpose of sending a man to South Africa to represent them, collectively, on the basis suggested.

There are several persons in South Africa in a position to represent farm-machinery manufacturers on a commission basis. Such men, however, with few exceptions, have now all the representations that they can or care to handle. The question as to what commission they should be paid has often caused much misunderstanding. After a careful consideration of all factors involved, it is felt that a commission lower than 10 per cent on the net invoice value of the goods, f. o. b. New York, would be inadequate. The trade is not sufficiently large, the demand for particular lines not great enough, and the expense of operating in South Africa too high to justify a capable man in working for a smaller remuneration.

The futility of sending a representative to South Africa every two or three years for four or six months has been frequently proved. There are a number of manufacturers in the United States whose experience will cause them to agree to the truth of this statement. Several cases are known in which salesmen made visits to South Africa and obtained orders from importers; the machines thus sold arrived in due course after the salesmen had left the country, but some little difficulty experienced by the importer in having the machines properly erected, or in stating what they could do, or in overcoming some unimportant trouble in working them, so discouraged him that he took but little further interest in creating a demand for them. Resident representatives have proved so efficacious in preventing such occurrences that their presence has greatly impaired the success of manufacturers who only send representatives to South Africa on periodical visits.

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Besides being better able to sell his goods to the importers, a resident representative can do much toward their sale and distribution among dealers and farmers. He can assist in a great many other ways. He can join his agent's salesmen in trips throughout the country, visiting the larger dealers. This will serve two purposes—to educate the salesman as to the most effective means of selling the goods and to gratify the dealer called upon by making him feel that his business is considered of enough importance to warrant a visit by a representative of the manufacturer. With the cooperation of a resident representative the importer will easily be encouraged to undertake energetic sales campaigns and to demonstrate the goods in suitable farming centers. Most important of all, however, is the fact that the importer is able quickly to communicate any difficulties to some one who is able to advise him or to rectify such difficulties without the delay that is involved when such matters are taken up by correspondence with the manufacturer abroad. The fact that the trade in this class of goods has not yet reached very great proportions in South Africa makes it much more desirable to assist the importer in this way than if the demand for farm machinery were larger and better established.

One of the anomalies of the implement business in South Africa heretofore has been that importers have changed their lines very often. In a great majority of cases, if the manufacturer had had a representative on the ground, this would not have happened, and the resulting dissatisfaction would have been avoided. Such occurrences cause at times important losses to those concerned. The importer in such instances often finds himself with a stock of machines and repairs that must be sold quickly, and consequently at a disadvantage, if a new agency is immediately taken up. The manufacturer, on his part, has to wait until he can send a representative to the country before his goods will again be sold there. It is difficult to account for this frequent changing of agencies, but every effort should be made to remove the conditions that occasion it, because this tendency to a great extent has discouraged interest and effort in connection with the sale of agricultural implements. If trade conditions in general can be put on a better plan, the demand, on this account alone, will be greatly enhanced. When an importer feels that he is going to handle a line permanently, and that he has the support of a resident representative, he will assuredly undertake the work with greater faith and interest than if the reverse is the case.

Since the eastern sections of the Union of South Africa are considered the most promising and the richest from an agricultural standpoint, it is suggested that Durban be selected as the headquarters of the resident representative of American firms. The principal farm-machinery distributing centers of South Africa can be reached more easily from Durban than from any other South African city.

AGENCIES.

In South Africa an agent is generally understood to be a person or firm buying goods on own account, but allowed exclusive selling rights for a given territory. There are several firms in that country to which agency for fairly large portions of the country could

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properly be given. The number and character of the branch houses operated by a firm desiring a large territory should give the manufacturer an idea of the territory the importer could adequately handle.

For trade purposes South Africa can be divided into the following territories: First, Cape Town, including the southwestern part of Cape Province; second, Mossell Bay and Oudtshoorn; third, Port Elizabeth; fourth, East London; fifth, Durban; sixth, Lourenco Marques and eastern Transvaal; seventh, Johannesburg; eighth, Bloemfontein; ninth, Kimberley; tenth, Bulawayo; eleventh, Salisbury; twelfth, Beira. The demarcation of the territories properly belonging to these different trade centers has become quite well established in recent years. Railway communications and rates of freight between various points have been largely instrumental in bringing this about. Representatives will generally find little encroachment, on the part of South African firms, into each other's territory.

BRANCH HOUSES.

The trade in agricultural machinery and implements in South Africa is not now of sufficient importance, nor likely to become so in the next few years, to justify the establishment by American firms of their own branches.

Where it is desired to maintain a resident representative in that country and to provide him with a suitable office and a competent stenographer, a monthly expenditure of approximately $50 for the former item and $75 for the latter will be necessary, in addition to about $25 for postage, telegrams, etc. It might not be necessary, in all cases, for a resident representative to maintain an office in South Africa—the more so since one of the chief reasons for keeping him there continuously is that he may be in close touch with the agents at all times, a condition that can only be brought about by visiting them at least three times in the course of a year. When a large business is transacted, however, it may be advisable to maintain an office and a stenographer so that the manufacturer's agents may be assured of constant and quick communication with the representative.

SALES TO DEALERS IN A NEAR-BY MARKET.

CUBA: BOOTS AND SHOES.[1]

Cuba is not only the most important Latin-American market for boots and shoes made in the United States but also offers the best present market for American footwear in the whole world. During the calendar year 1913 Cuba imported from the United States boots, shoes, and slippers to the extent of 3,513,109 pairs, with a value of $3,857,378; in 1914, 3,281,747 pairs, valued at $3,585,082; and in 1915, 3,973,170 pairs, with a value of $4,583,024. Distributed by fiscal years, the imports into Cuba of leather boots, shoes, and slippers amounted to 3,805,034 pairs, valued at $4,045,408 in 1912–13; to

[1] From "Markets for Boots and Shoes in Cuba," by Herman G. Brock, Special Agents Series No. 133, Bureau of Foreign and Domestic Commerce.

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3,036,560 pairs, valued at $3,352,532, in 1913–14; and to 3,629,971 pairs, with a value of $3,961,533, in 1914–15.

During the calendar year 1913 the only country in which the imports of American-made shoes even approached the amount purchased by Cuba was Canada, which imported from the United States shoes to the value of $3,062,225. Mexico has always been an excellent customer for American boots and shoes, and yet in comparatively normal times, when there are few internal disturbances in that country, the United States ships to Cuba almost exactly two and one-half times as many shoes as to Mexico. The Old World countries—the United Kingdom, Germany, France, Italy, and the rest of Europe—are commonly considered the principal markets of the United States in the over-sea trade; nevertheless, during the calendar year 1913 these European countries purchased from this country 1,682,881 pairs of boots and shoes, valued at $4,596,163, while Cuba, with only 2,500,000 inhabitants, imported twice as many pairs of American shoes, the value of which was within $738,785 of the total imports by Europe.

The calendar years 1914 and 1915, when trade conditions were abnormal, have little value, but the figures for 1913 show some interesting facts. During that year the United States exported footwear of about the same value to Germany as to Mexico. The exports of footwear to France were about one-ninth of the value of the exports to Cuba, and the sales to the United Kingdom were just a little more than one-fourth of those to Cuba. All South America imported from the United States only about one-fifth as many pairs of shoes as Cuba, though they were valued at just a little more than one-half of the invoice value of the imports into the island Republic.

Many American shoe manufacturers are selling their product aggressively at the present time in South America. A few years ago, however, there were not more than half a dozen lines of American-made shoes sold there regularly, and to-day the sales possibilities of this market—in all countries and for many types of shoes—have not yet begun to be adequately developed. In the calendar year 1913 the United States sold to the 13 countries of South America boots and shoes to the value of $2,058,174, or only 53.3 per cent of the total sales of the United States to Cuba for the same period. It is not difficult to understand why Cuba holds the topmost place in the American export shoe trade, with a consumption of about 40 per cent of the total number of pairs of boots and shoes exported from the United States and approximately 24 per cent of their total invoice value. Propinquity, tariff preferences, and ease and frequency of communication, in addition to the superior fitting qualities, stylish appearance, wide assortment of shapes, and other merits peculiar to the American shoe—all make their influence felt.

POPULARITY OF AMERICAN SHOES.

Cuba is so near the United States that for many purposes it can be considered almost as one of the States of this country. In fact, by express train and ferry New York City is but 56 hours distant from Habana, while by steamship the time required for the trip is only [illegible] days.

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The steamship service from the United States is excellent, both as to frequency of sailings and the size and quality of the ships in use. In normal times there are seven different routes available regularly from New York to the various ports of Cuba—two from New Orleans, and at least one every two weeks, often weekly, from Boston, Norfolk, Mobile, and Galveston. Moreover, there is a daily ferry service from Key West to Habana, connecting with through express trains to New York. Freight and express matter, as well as passengers, are carried by this route. There are, in addition, innumerable tramp steamers plying between United States ports and the Cuban ports of Habana, Cienfuegos, Manzanillo, Cardenas, Nipe, and Guantanamo.

More and more Cuban young men and young women are being sent to the United States to complete their education. These young people, returning home with a knowledge of English and having become more or less accustomed to American ideas, in dress at least, are increasingly making their influence felt throughout the Republic. Many Americans reside permanently in Cuba, and members of the "American colony" mingle freely with Cuban and Spanish families in most parts of the island.

The number of Americans who visit the island either as tourists or for business purposes is likewise large. American magazines and newspapers are to be had in almost every Cuban city, and the local newspapers devote a good deal of space to news items from the United States.

In other words, American ideas and American business methods are constantly becoming better known to the Cuban people, and this can not fail to have far-reaching effects on American commerce.

RETAIL STORES OF SUGAR COMPANIES.

The sugar industry is by far the most important of Cuba's industries. At present there are 204 sugar mills on the island, 187 of which were in active operation during the season of 1916. These mills and near-by estates, for the most part, have a general store on the premises, stocked with all kinds of food, wearing apparel, shoes, and other necessities. Usually the stores are managed by the operating company, but often the privilege is rented to an outside concern. The total purchasing power of these general stores is immense, and for this reason and because of the promptness with which they pay their bills they are reckoned as the best customers on the island.

Invariably a complete line of men's, women's, and children's shoes is carried. One or two shoe jobbing houses in Habana and Santiago make a point of trying aggressively to gain this class of business, keeping one or more salesmen constantly visiting the sugar-estate and sugar-mill trade in each of the five Provinces where the industry is prominent. Traveling salesmen from several shoe factories in the United States are also selling directly to general stores of this nature in certain Provinces, but the greater part of this business is handled through Cuban jobbing houses. One or two of the largest estates do their own purchasing of supplies through their own buying office in New York City instead of attempting direct relations at long distance with American manufacturers.

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Thousands of men are employed in raising and grinding the cane, and they are reasonably sure of steady employment throughout the year. Practically without exception, these employees do all of their purchasing at the general store of the company. Every man, whether he works in the mill or in the fields, wears shoes of some sort. Even during the cutting season, when the fields are often extremely muddy, the laborers do not go barefooted as in most tropical countries. Coarse, heavy leather working shoes, many of them supplied by domestic factories that make a specialty of manufacturing "zapatos del país" are worn, as a rule. Heavy leather working shoes made in the United States are worn also to a large extent, and the demand for this kind of shoes is increasing. Both the uppers and soles must be made of heavy leather in order to last under the rough work in the fields. Shoes for this class of trade are sold to the general stores at prices varying from $1.70 to $4 per pair.

Alpargatas are also used rather extensively on the sugar estates. In many instances, however, the man who regularly wears alpargatas to work in the daytime owns also at least one pair of leather shoes, which he wears Sundays, feast days, and in the evening.

USE OF CATALOGUES.

Shoes are very seldom actually bought from a catalogue sent from Spain or the United States, although many importers are always glad to receive catalogues from shoe manufacturers, because they provide an opportunity to study late styles and are also useful for reference. By themselves, however, catalogues are useless in Cuba for getting orders. When an importer knows a line of shoes, a catalogue sent at the beginning of each season helps to keep him in touch with the manufacturer and his line, refreshing his memory between the semiannual trips of factory representatives. This is usually the most that can be hoped for from a catalogue sent to Cuban shoe importers.

American shoe catalogues written entirely in English, without even an insert in Spanish, were noted in different parts of the island. It is imperative that shoe catalogues for Cuban distribution be written in Spanish, or at least have a comprehensive Spanish supplement.

METHODS OF MERCHANDISING SHOES.

There are three distinct methods of merchandising shoes in Cuba. The largest volume of business is handled through local jobbing houses, or wholesalers, principally in Habana; the second method of marketing shoes in the island is through direct sales to the individual retailer by the foreign or domestic factories by means of traveling salesmen; and the third method of distribution is through resident salesmen or commission agents in Cuba.

LOCAL JOBBING HOUSES.

At present nearly three-fourths of the total imports of boots and shoes into Cuba enter through the port of Habana. It is therefore natural that there should be a number of strong jobbing houses in the capital city. In addition, Camaguey, Cienfuegos, and Santiago

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each have at least one good-sized importing shoe wholesaler. Jobbing houses in the Cuban shoe trade are purely jobbers; that is, they do only a wholesale business, having no branch retail stores of their own, as is frequently the case in South America. Each firm carries a stock of shoes from which sales are made to the retail merchants. One or more salesmen are kept constantly traveling through the island visiting the trade.

Some jobbers concentrate their efforts on one Province alone, while others have a selling organization that covers each of the six Provinces of the island. As in the United States, some jobbers specialize in one or more lines of medium-grade shoes, while others handle nothing but cheap, rough shoes suitable for use in the country districts. In Camaguey, the center of the cattle-raising industry in Cuba, one of the jobbing houses caters almost entirely to that trade. Several prominent jobbing houses devote their efforts almost exclusively to securing the shoe business of the general stores belonging to the many sugar mills or connected with the sugar estates.

There are relatively few retail stores in Cuba that do not occasionally during the season purchase shoes from local jobbing houses, and at least three reasons can be given for this fact. A retailer who ordinarily purchases his stock directly from the factory in the United States or Spain frequently finds it necessary to obtain "fill-in-sizes" of certain lines of shoes. It would take him from one to two and one-half months, in normal times, to place a shipment of shoes from the United States on his shelves and much longer than that from Spain, even assuming that he ordered by cable. The jobbing house in Habana, or some other Cuban city, on the other hand, can fill his requirements at comparatively short notice.

A second reason is that a jobber who has had many years of experience in selling shoes to the Cuban trade, and has given long study to the local situation, is much more likely than the average retailer to make a good "buy" in certain lines that prove to be popular with the public. He has, moreover, a much larger purchasing power than the individual retail dealer possesses, as jobbing houses seldom buy in less than 100-dozen lots, and this enables him to offer the retailer a better price for a satisfactory line than the latter, buying as an individual from the exporting factory, could ever hope to obtain. This was the reason most frequently given for buying from local jobbing houses instead of directly from the country of origin.

An additional advantage for the smaller Cuban retailers in thus dealing locally is that before they can place in their stores a shipment of shoes bought directly from a factory in the United States or in Spain it is first necessary to make a cash payment of the duties involved, the customhouse charges, and, in addition, the freight, cartage, and other incidental expenses, which amount to a considerable item to a small dealer. On the other hand, they can obtain the same shoes from a Cuban jobbing house with no obligation to make a payment of any kind for 30 days and often not for 3 months. The terms just mentioned are the terms usually granted to retail customers by jobbing houses, and are a convincing argument to the average Cuban retail merchant for doing business with the jobbing house. The 30-day nominal limit virtually amounts to an open credit with many wholesalers

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As a rule, Cuban jobbing houses send their buyers to the U... States or to Spain, or to both countries, to visit the shoe-trade ... ters personally. In many cases the heads of the firms make a ... one trip a year to the United States for the purpose of bu... supplies for the next season. English is spoken fluently by a n... ber of the Habana jobbers, and they are surprisingly well in t... with the shoe-trade situation in the United States.

Frequently jobbing houses or combinations of several job... houses give financial support to retailers who are just begi... business. If young shoe clerks who desire to start out on their ... account submit their propositions to jobbing houses in a satisfac... manner, they frequently receive a few thousand dollars' wort... stock with which to begin business. Arrangements for easy ... ments are usually made until the new business is well started. M... retail shoe merchants in cities outside of Habana have begun b... ness in this manner.

Owing to the peculiar demands of the Cuban market, C... jobbing houses often desire to have a shoe made especially to ... their own ideas. Many large American manufacturers with tr... marked names of considerable age and value do not care to cha... their product to meet these requirements—that is, a shoe of fine ... pearance rather than of good wearing qualities. This has resu... in Cuban jobbers placing their business largely through the sm... American manufacturers.

TRAVELING SALESMEN.

The method of selling shoes to the Cuban retail trade by mean... traveling salesmen sent directly from the factory has many thi... to commend it where the line justifies the considerable expense ... volved. Selling shoes to the retail trade in many of the small ... cities of Cuba is a vastly different proposition from selling sh... in the United States. It is not so much how to increase the num... of stores to which the American shoe factory sells as how to h... and improve the business with its regular customers on the isla... The personal element enters very largely into business dealings ... Cuba. A business friendship once established is usually lasting.

It is therefore necessary to send to Cuba a thoroughly capa... representative, who speaks Spanish fluently and knows the tempe... ment as well as the peculiarities and customs of Latin people. H... must possess an abundance of tact and patience. Moreover, his jud... ment in the matter of credits must be sound, and, above all thin... his house should place enough confidence in him to be guided by h... recommendations practically without exception.

In the case of Habana stores the traveling salesman is not such ... important factor, because these stores, as a rule, carry one or mo... lines of American shoes. In a noticeable number of cases the sal... men's visits are supplemented, if not sometimes made unnecessa... by a trip to the United States by the proprietor or manager of t... store and personal visits to the factories that make the lines in wh... he is interested.

Many of the Habana retail merchants, however, buy exclusiv... and directly from the traveling representative of the exporting fa... tory. They may carry a line of Spanish shoes as well as one or mo...

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makes of American shoes, but they rarely purchase from the stock of local jobbing houses. Their Spanish line, if they carry one, is bought from the salesman of a Spanish factory, who visits the Cuban trade with a full line of samples at least once and usually twice a year. It should be borne in mind that practically 80 per cent of the shoe retailers in Cuba are Spaniards, while the remainder are almost exclusively native Cubans.

On the other hand, retail shoe stores in the country outside of Habana, with the exception of one or two in Santiago de Cuba, which do occasionally send buyers directly to the United States or to Spain, depend entirely on the visits of traveling salesmen from American or Spanish factories and of the representatives of domestic jobbing houses, domestic factories, and resident salesmen or commission agents for the purchase of new stock.

The stores in the smaller cities and towns do not restrict their buying to any one source, but purchase from any salesman who carries a line that suits them. One store in Camaguey, which is a fair illustration, carries a line of American high-grade shoes for men, bought directly; two lines of American shoes for children, bought through a Habana jobbing house; a line of Spanish medium-grade shoes for men, bought directly; a line of men's cheap work shoes, bought from a domestic factory; and a line of women's medium-priced McKay-sewed shoes (imitation turned), bought from another domestic factory. In many Cuban towns certain American manufacturers maintain an exclusive agency, so called, but it is seldom that these stores do not carry also one or more noncompetitive lines of domestic manufactured shoes to fill local demands of a different nature.

Retail merchants in Cuba are generally well informed regarding present market conditions and are prepared to pay such advances as may be necessary to obtain the same standard of goods. Because of the exceptional prosperity that Cuba is enjoying during the present year retailers have so far been able to pass these advances on to the consumer without a great deal of difficulty.

A certain number of American shoes are also merchandised in Cuba through the medium of traveling salesmen sent out by New York or New England shoe-jobbing houses. Some Cuban importers obtain their full line from such sources, and thus do not have to bother with several separate business transactions with other factories. Financially this is said to be a very convenient method for an importer to obtain his stock of shoes.

RESIDENT SALESMEN.

The third method of merchandising shoes in Cuba is by means of resident salesmen or commission agents, who sell to the retail trade on their own account. There are many different kinds of resident shoe salesmen, but the usual type is a man who represents for Cuba three to seven noncompetitive lines of American shoes. Resident salesmen are also employed in Cuba by a large number of American shoe manufacturers with apparently very satisfactory results.

Many resident salesmen maintain no office, having only a desk in their homes, although several firms doing a business of this nature have an office in the Habana shoe district, where they may be reached

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by telephone at any time. No stock of shoes is kept on hand, and sales are made entirely from samples and catalogues. Resident salesmen are Spanish and Cuban in about equal numbers.

The sales methods employed by one Habana resident salesman, and witnessed in July, 1916, are typical of this method of merchandising shoes. Roughly, they were as follows: Equipped with samples of the half-dozen lines of shoes represented, the salesman called on the retail trade of the district in which he happened to be working at the time. From the first store an order was obtained for 7 dozen pairs of a certain men's shoe; the next store placed a small order for women's shoes and men's shoes of a different make from those that the first store had purchased; the third retailer took 5 dozen of the first-mentioned line of men's shoes; the next store bought 15 dozen pairs children's shoes, and so on, until, by the time the salesman had covered the district, he had obtained enough small orders from a number of sources to enable him to place a fairly large order with the various manufacturers whose lines he represents.

The freight, customhouse fees, and other incidental expenses on these small orders would be disproportionately high if they were shipped direct to the individual retailer, and a good many orders would thus be lost to the factory, because these retailers, rather than stand the increased expense of a small shipment from the United States, would purchase from the stock of domestic jobbing houses. With a responsible resident salesman on the spot, however, a manufacturer can ship a number of small orders under one bill of lading, with the understanding that the salesman will distribute them to the retailers according to the marks on the packages. This is one of the principal advantages claimed for this method of merchandising shoes in Cuba.

The commissions ordinarily paid by American shoe manufacturers to their resident salesmen are from 4 to 6 per cent. Some manufacturers, in addition, allow a salesman a drawing account against commissions earned. Other factories grant a certain amount for hotel and general expenses, while one or two American shoe firms are paying a share of the office rent of their resident agent. Shipments are financed usually as in the case of sales made through a regular traveling representative of the factory, especially where the resident salesman is known to be responsible and careful in his choice of credit risks.

In addition to selling to retail stores throughout the island resident agents often sell to local jobbing houses. In fact, they frequently prefer to sell to the latter, as payment can be obtained much more quickly, and the salesman is also relieved of the trouble of distributing the goods to individual retailers after arrival. One Cuban representative of a number of New England and New York shoe manufacturers makes a specialty of this kind of business, selling exclusively to the jobbing trade. His headquarters are in Habana, and frequent trips to the United States keep him in touch with the latest developments in the shoe-trade situation.

Occasionally a resident salesman will have one or more assistants, sometimes relatives, but the majority of these salesmen work alone. As in the case of jobbing houses, the extent of their territory varies considerably. Some concentrate in one or two Provinces; others

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visit the retail trade in each of the six Provinces of the island. They usually investigate a town very thoroughly when they visit it, calling on every retail merchant, without exception, regardless of whether he has placed an order with them previously or not.

The resident salesman, since he is always on the ground, is sometimes able to secure follow-up sales from small initial orders. A traveling salesman from the factory, who calls on the trade but once or twice a year, would not be so likely to obtain these repeat orders. In case of a complaint from a retailer over a certain shipment of shoes, a resident salesman of the right ability can often clear up the difficulty by a call on the merchant, whom he undoubtedly knows personally, far more satisfactorily than the factory can do by correspondence. A satisfactory resident salesman can also be utilized at times when a retailer's payments are slow. There may be excellent reasons for the nonpayment of an account on the due date, and a personal report to the factory by the resident salesman who has looked into the facts of the case may justify an extension and make a permanent friend of the retailer.

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CHAPTER VII.

CORRESPONDENCE, CATALOGUES, AND ADVERTISING.

INTRODUCTION.

A surprisingly large amount of export business has been developed by correspondence, catalogues, and advertising, yet the available material on these subjects is very meager and fragmentary. The concise business letter customary in this country has developed because it "appeals" to the American business man, and is, therefore, effective. To be effective in foreign markets the business letter must be so constructed that it "appeals" to the foreign buyer. The problem lies in the study of the factors which determine the effective appeal in each of those various markets.

The advantages of the personal equation of the salesman in making trade connections, closing sales, and adjusting disputes must be overcome when correspondence, catalogues, and various advertising mediums are used in place of the salesman. Writing a letter to an unknown prospect is much more difficult than personal presentation of the same proposition. It often involves the presentation of the seller's standing and facilities in more detail than is customary in the domestic trade, when the reputation of the seller can be readily ascertained. It requires more tact in ascertaining the buyer's standing and facilities as a distributer.

In the description of the goods and the statement of conditions of sales, discounts, etc., great care must be exercised to use terms which are capable of only one interpretation. Translations must be technically correct and free and at the same time retain the thoughts of the original.

Perhaps the most unsatisfactory conditions arise in the case of complaints. Often the buyer can relieve his irritation by a complaint to a salesman, and the mere acknowledgment that he is in the right satisfies him. When this same complaint is read in a letter it becomes a claim. Rather than make a claim over trifles the buyer says nothing and the irritation continues and grows greater until a trade connection is lost.

The exporter in his correspondence distinguishes between sales letters, good-will letters, and routine correspondence, between letters to prospective customers and to regular customers.

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ıe selections on correspondence suggest the use of correspondence catalogues in conjunction with other agencies for securing for- business.

ıe successful exporter studies carefully the problems connected the preparation, the translation, and the distribution of his logues. It is obvious that the problems connected with the prepa- ın of a catalogue of proprietary medicines and one of steel prod- contain little in common. Most of the problems of preparation germane to the line of goods and the market. There is, however, principle found in the practice of the exporter who is building trade on a solid foundation; that is, the accurate description of goods and the omission of superlatives. A good catalogue is ıly valued; machinery catalogues are equivalent to manuals on ineering.

he excerpts discuss the importance of the translation of ideas ıer than the mechanical substitution in the copy of the equivalent ds of the foreign language. The emphasis in the excerpts is laid n the problem of distribution and use. There is a conflict of testi- ıy among the exporters quoted as to the effectiveness of cata- ues as a means of securing business. In an investigation a few rs ago of the export methods of 73 Chicago exporters, I was unable find one who was able to check up the returns from catalogue ıpaigns.

There is no one best method of advertising to secure export trade. e method adopted depends largely upon the exporter's knowledge the market. In a new market the experienced exporter who wishes form connections and introduce his line begins by personal letters a selected list, follows this with catalogues and then resorts to the ıer mediums. The beginner is more apt to begin with an adver- ement in an export trade journal and to follow up inquiries by rrespondence and catalogues. The problem becomes more compli- ted when the appeal is directed not only to the dealer but also to e user or consumer. In the latter case local mediums are neces- rily used. The excerpts include a discussion of the various mediums ed in this and foreign countries, and they emphasize by contrast e variations of the problem with the line and the market, and the ass to whom the advertisement is directed.

Section I.—CORRESPONDENCE.

CORRESPONDENCE WITH LATIN AMERICA.[1]

Correspondence plays an important part in the development of usiness relations. It is important because letters are vital features ı mercantile intercourse and have played a particularly important ôle in the commercial life of the southern people in consequence of

[1] From "Trading with Latin America," by E. B. Filsinger.

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their dependence upon foreign countries for supplies, merchandise, etc.

The general character of Latin American correspondence is the following: It is extremely considerate of the other's viewpoint; it is characterized by politeness; it is carefully done, extremely neat, and very full. A merchant often located at a distance of several thousand miles from his correspondent desires no misunderstanding and prefers to express himself more fully than is customary in the United States, in order that he may be thoroughly understood. Letters in reply should strongly develop the "personal" element. This is greatly appreciated by most Latin Americans.

FORMS OF LETTERS—TRANSLATIONS.

The Latin American frequently criticises letters received from Americans. The shortcomings attributed to many manufacturers' correspondents are the following: Neglect of details; incompleteness, that is, a failure to supply all the information required concerning the matter in question; a lack of politeness, the American often neglecting the softer side of the Latin American; the use of slang; the employment of advertising phrases which have no meaning in Spanish; the omission of documents or price lists mentioned in the body of the letter; the failure to affix the proper signature; overlooking the titles; writing merely the name without the Mr. or Messrs.

It is absolutely necessary that translations be correct. Too often communications are received by Latin American merchants, supposedly in Spanish, when in reality so badly written or translated that they are unintelligible. Great care should be exercised in this particular, and the mere fact that a clerk has come from a Spanish-speaking country should not warrant the assumption that his Spanish is correct.

Technical terms, if used at all in correspondence (and occasionally they must be so used), should be absolutely correct. Otherwise, serious misunderstandings may arise. It is not difficult to obtain efficient translators if slight efforts are made to find them. Good technical dictionaries are available in the larger public libraries.

TIME FOR REPLIES—POSTAGE.

In corresponding with Latin American merchants, sufficient time should be allowed for replies. It must not be forgotten that it takes three or four weeks for a letter to reach its destination and an equal length of time for a reply to arrive. As sailings to many places are infrequent, correspondence should have immediate attention. A delay of a day or two in a reply may result in missing a steamer and entail a further delay of several weeks in delivery.

One of the most common failings is that of mailing letters with insufficient postage. Latin Americans complain bitterly of this carelessness. It easily can be obviated by using envelopes of a different color or marked in such a manner that the mail clerk will be sure to place the correct number of stamps on the envelopes. The Government now sells colored envelopes of various sizes bearing 5-cent stamps; amber color is a great aid.

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LANGUAGE AND STYLE OF EXPRESSION.

Unless sent to firms that are American or English, or whose buyers are thoroughly familiar with that language, communications in English should not be used. In many instances, even in the case of American principals, the buyers or clerks speak only Spanish, and the futility of letters in any other tongue is apparent.

Good sales talk, if written from the Latin American point of view, is both desirable and effective. It is as necessary to convince the merchant in the southern Republics of the desirability of making certain purchases as is the case in the United States. This can be done only by a clean-cut, logical presentation of arguments. However, it is important to make these arguments always with the vision of the buyer before one, else there will be serious loss because of the ineffectiveness of the argument.

The correspondent or export manager in charge of this work should enlist the aid of general dictionaries, good guides to correspondence, technical dictionaries, etc. Books containing suggestions for the construction of sales letters may be obtained very easily in public libraries.

Technical descriptions should be avoided whenever possible. If a good word picture can be painted of the article which it is desired to sell without the use of technical terms, it is most desirable to do so. When technical translations are necessary they should be undertaken only by those absolutely competent. Such translators can be found and their work, although more expensive, will be proportionately more effective. Lists of technical translators in New York are published in the classified section of the telephone book.

Stenographers who know both English and Spanish equally well are not easily obtainable. Those who know one language well and the other only indifferently can be found easily. Application may be made to the numerous agencies in New York, and particularly to those which specialize in placing Spanish-speaking employees. Advertisements inserted in the New York commercial papers also are helpful.

TRYING OUT A MARKET BY MAIL.[1]

In discussing methods of entering markets, one is very apt to err in attempting to set forth a general rule based on experience in connection with given conditions or articles when that rule is not in any way applicable to other conditions or other articles. There are, however, only a certain number of different methods of entering any market, and it may simplify matters to enumerate them here and discuss them one by one.

The first method—undoubtedly the primary step that every manufacturer has taken when considering the export trade—is by correspondence. In the event that any interest in his product is developed he has the choice of handling the business through export commission houses (which at times are the real cause of the development of the manufacturer's interests), sending out traveling salesmen, using native houses as agencies, establishing resident American agents, or opening branch houses.

[1] From "Hardware Markets in Chile and Bolivia," Miscellaneous Series No. 41, Bureau of Foreign and Domestic Commerce.

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SOLICITING BUSINESS BY CORRESPONDENCE.

Before deciding on the adoption of any method it is probable that the producer will want to consider the cost. If he has never made any effort for export business and is practically unknown in the foreign field, he will probably select correspondence as the cheapest method of getting acquainted in the beginning. Even this method will, of course, cost something, and will probably require the employment or assignment of a clerk or export secretary for that duty. It would seem that the average cost to an average factory, provided there is assigned to the work a man who is conversant with the language of the territory in which business is sought and who is intelligent and has initiative, would be about as follows: Clerk hire (from $1,200 to $1,500 per year) may be estimated at $1,350; literature, $500; postage and stationery, $500; samples, $100; advertising in export and some foreign newspapers, $200; purchase of textbooks and Government publications, and extra credit service, $200; firm membership in some export asssociation, $150; total, $3,000.

It does not seem improbable that an energetic export secretary should be able to present a knowledge of the firm's product to 6,000 possible purchasers during the year, and if that be so the average cost would be about 50 cents each. By this time, or when the manufacturers have a list of 1,000, or even 500, firms who are really interested in the article, they may well consider the advisability of sending out a salesman if they have not done so before. If the selection of the export secretary has been a fortunate one, and he is familiar with the product of the factory, there would probably be no other man quite so well fitted to make the trip as he who has formed the correspondence acquaintance. He will know a great deal more about the clients than another could learn in a long time, and it may be noted here that, because of his potential value to his employer, his selection in the first place is a problem that even the president of the firm might well consider one of decided importance to him.

ESSENTIAL QUALIFICATIONS OF CLERKS AND SECRETARIES.

Strange as it may seem to many a mail clerk or young secretary, much of the early correspondence with a new prospect is often handled in a way that tends to alienate him for all time to come. One can not help thinking that a little money spent in selecting and training a clerk for foreign correspondence would go a long way toward getting enough orders to pay a large part of the traveler's first trip abroad. The writer feels constrained, in connection with this important question, to discuss briefly the selection of clerks for foreign trade.

Primarily, the person chosen must be careful. If a letter is intended for Santiago, Chile, it certainly should not be directed to Santiago, Cuba, nor to San Diego, Chile. This statement may seem unnecessary, but it is prompted by the receipt in actual correspondence of letters that have been so addressed, returned, and remailed. The clerk selected should not be content with a knowledge of arithmetic and typewriting, but should study geography and trade routes diligently; and he should never abandon that study, since the construction of new railway lines, the opening of ship canals, the estab-

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lishment of new steamship lines, and the changing of routes already established are going on all the time.

The clerk must also be polite. The manner in which he will handle correspondence is undoubtedly indicated by his mode of address and treatment of his fellow employees. If he is in the habit of addressing his business associates in a disrespectful way, he is not likely to treat the foreign merchant with the consideration to which he is entitled as a business man and a prospective customer.

PROBLEM OF SHORT-PAID POSTAGE.

The clerk selected should be familiar with postage rates and should see that the letters and advertising matter are fully prepaid. The subject of postage and the nonprepayment thereof has been discussed at such length in connection with export trade that it would appear almost presumptuous to add anything more. When letters are received at the office of the commercial attaché in Chile that have been mailed with insufficient postage, a blue slip is sent to the person or firm at fault on which is printed the following statement:

SHORT-PAID POSTAGE.

Your attention is respectfully called to the fact that your communication to this office did not bear sufficient postage, and I take the liberty of pointing out the unfavorable impression this would have created had your communication been addressed to a foreign firm. Many short-paid letters are not accepted by the addressee and the sender loses the postage that has been paid as well as the stationery. In many cases he also gains the permanent displeasure of the foreign merchant.

ADVISABILITY OF SENDING CATALOGUES.

Besides the problem of postage there is the additional one, in some countries, of the entrance tax charged against books of every character, including catalogues and advertising matter. Fortunately, there is no such tax in Chile on ordinary catalogues, periodicals, or other publications. There is a tax of 15 cents per pound on diaries or small pocketbooks that have blank pages for writing and advertising matter on other pages. This fact is noted because some American firms send out advertisements of this kind. If the catalogues sent out are small and inexpensive, they may be inclosed in a sealed envelope and first-class postage paid on them with no great loss; but if the catalogue is expensive or large, there may at times be a question of the advisability of sending it unless the prospective customer has indicated his desire to have it. Even if the catalogue costs no more than 50 cents, it may at times be preferable to send out a first-class letter in advance saying, in the language of the country:

We will be pleased to send you our catalogue in the event that you indicate your desire to receive it. Will you kindly fill out the blanks on the inclosed card and mail it to us? If you import such material as we manufacture, we are sure that we can quote satisfactory prices, if quality be considered. It is our hope that such relations as we may establish with you shall continue for many years, and because of this we desire to start with the proper information.

Very truly, yours,

[Signed with pen and ink, not stamped nor printed],
Foreign Sales Secretary, or Sales Manager.

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The card headings might be as follows:

May we correspond with you in English? If not, what languages may be used?
Should we send you our catalogue, which weighs — kilos?
Do you import direct? If not, through whom do you import?
Through what bank do you prefer to do business?
(Please write your name and permanent address carefully.)

Name _____

Street and number_____ Post-office box_____

City_____ State_____ Country_____

The suggestive forms just mentioned would, of course, be circulars, and in the use of all circulars the writer thinks that very special care should be used in the selection of the color and type. If the address is writen in a shade of ink that varies ever so slightly from the shade used in the body of the communication, it is obviously a circular and may be treated as such. It is naturally the hope of all advertisers to use a ribbon of exactly the same color as the printed matter. If this can be done, and if the position of the address is properly selected for the use of window envelopes, the work involved in getting out the mail is greatly reduced.

CONCILIATION OF CUSTOMERS BY PERSONAL SIGNATURES.

The sales manager may not be able to sign personally all the letters that go out of the office, but it does not seem impossible for him to sign 10 a day devoted solely to the purpose of getting new customers. This means 3,000 per year, and it is a question whether the average firm, even though it be a big one, really attempts to get in touch with 3,000 new customers each year in foreign countries. It would surely seem preferable for the sales manager to devote a few minutes each day to the signing of letters rather than run the risk of offending any one of his prospective customers. If he can not sign all the letters, it might be worth while to permit the secretary to sign his own name over the title of "Foreign sales secretary," or something similar. Most sales managers will admit that it is not desirable that other persons should sign their names, and it is, of course, preferable that whoever does sign should at least have a title that will make a satisfactory appearance. In view of the usual attitude of foreign purchasers, the point seems rather an important one, and the writer would advise the personal signing of such communications.

In this connection an example may be interesting. The writer has on his desk a letter from a manufacturer requesting that an agent or representative be selected for the purpose of introducing goods. There is nothing on the communication to indicate that it was dictated by any person in authority, and the name of the manager is put on with a rubber stamp. The writer is reasonably busy. He tries to answer important mail before attending to that of less moment. If the sender of the letter just mentioned takes so little interest in the subject of securing a foreign representative as to delegate the correspondence to an employee so unimportant that he can not even sign his own name to the letter, why should the recipient

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of the communication consider it urgent? In due time the letter will be answered. It would have been answered at once had time been available, but had it been addressed to private individuals who are busy in an attempt to sell goods, would it be answered at all?

CORRESPONDENCE FACILITATES WORK OF SALESMEN.

It is doubtful whether a large export trade can be built up by correspondence alone, but there is always the obvious advantage of having a list of merchants who have indicated their interest in the product of the factory, when the time comes to decide between sending out a salesman or turning the business over to an export house. There is no doubt that a salesman can cover his territory with much greater ease if, when he arrives in a strange city, he has a list of 10 or 20 people on whom he can call and say: "I am the traveling salesman of Adze & Co., and they have advised me of the interest you have shown in their product and have asked me to call on you." In the event that the business is turned over to an export house having representation in the city, the latter is not handicapped by being compelled to introduce an unknown article. Besides these psychological advantages, really tangible gains are often apparent, and it is not improbable that sufficient sales will be consummated to pay for a reasonable effort in the use of correspondence as an introduction. The writer believes, however, that the correspondence method is the most difficult of all for the accomplishment of definite results and that, to pay, it must be handled with infinite care and attention to detail.

ASCERTAINING ACCEPTABLE LANGUAGE—IMPORTANCE OF COURTESY.

The question of language may be referred to here. Some foreign correspondents write in English because they desire to practice it, and feel aggrieved if the reply is in some other tongue, notwithstanding the fact that they may misspell words and express themselves with difficulty. Others use English because they think Americans can not understand the language used at the home of the writer. It can do no harm, in the first letter, to ask the prospective customer whether one may use English, or, if not, what language will be considered most acceptable.

If one writes in English it is necessary to be polite, but not effusive. If the same care were used in writing to a prospective customer as in applying for a position, it is not unlikely that more orders would come in. The Spanish-speaking person, almost universally, if writing in his own tongue, will sign a letter "Su muy atento y S. S.", which means "Your very attentive and sure (or dependable) servant." He is not your servant and certainly has no intention of becoming so, but he uses this courteous expression and he expects, with reason, that similar courtesies will be shown to him.

NECESSITY OF COMPLETE AND DETAILED ANSWERS.

In the event that an inquiry is obtained, the answer should be as complete as a first-class salesman could make it if he were on the ground. From Valparaiso to New York, at the present time, is

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about three weeks. This means about seven to eight weeks for a reply. The answer arrives after the inquirer has been thinking about many other things, and he may even have mislaid his copy of the inquiry. He would undoubtedly prefer to receive the reply in the language in which he wrote, and at length. If he does not get all the information he wants he may never write again, and if he does get it all, he may place the order. If a salesman were in his store trying to make the sale, he would not hesitate to spend an hour to get the order, and the services of the salesman may cost from $300 to $500 a month, if his expenses and lost time be included. Why should the salesman in the home office hesitate about giving the inquiry a little time? Is it because he thinks he can make the sale more easily at a distance of 5,000 miles than at 5 feet? Obviously not.

CORRESPONDENCE IN CONJUNCTION WITH TRAVELERS.

Selling by correspondence has been considered, thus far, simply as the means of introducing the merchandise and the maker. Let us suppose now that a salesman has been selected and sent abroad. He can not be everywhere at once. Possibly he can not go to certain towns at all. In Chile, as in other countries, there are important centers where the import trade tends to concentrate because of superior port facilities or other factors, and often the salesman is compelled to devote his efforts to those cities for a limited length of time and then go away. However, many articles are sold in the smaller towns that he can not conveniently reach. Since his desire is to sell the maximum amount, he must write to those smaller towns and introduce his goods and himself, possibly pointing out the fact that he can not make a visit, but is arranging for some larger importer to supply the needs of the interior, and that the smaller merchant should communicate with the latter. When the salesman goes away the rest of the work must be done by correspondence. It is evident, therefore, that there must always be a certain amount of this. It is, in itself, undoubtedly defective as a means of getting all the procurable business, but it can not justifiably be overlooked by anybody, and the correspondence department will inevitably increase as the business expands.

Most manufacturers would hesitate to send out a salesman without having first made a thorough campaign by correspondence, at least with the leading merchants and some of the principal users. It may be noted in passing that a manufacturer of building hardware can often accomplish much by writing to the leading architects, saying, "We would be glad to have an opportunity to show you the advantages of our product. We are represented in your city by J——— G———, Seventh Street and ———." In Chile, as in much of the Latin world, many articles are used in this line that are practically unknown in the United States, and the American manufacturers could easily duplicate many that are used extensively.

VALUE OF CAREFUL ADVERTISING.

At the time of making the correspondence campaign, there is no doubt that judicious advertising should be carried on in periodicals that reach the foreign buyers. It does not seem necessary to the writer

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though it might to certain manufacturers) that the space should be great, nor the advertising of a pretentious character. Neither does it seem desirable to advertise trade-marks if these are not protected in the countries reached by the periodicals. It is not unusual for some unscrupulous person in foreign lands to take advantage of an established trade-mark and register it in his own name for use with any article that he may desire to make and sell. In registering the trade-marks, if they be letters, words, or names, it is well to register the mark itself, then the mirror mark (the reflection of the mark in a looking-glass), the name or word spelled backward, and the name, word, or initials upside down. The proper methods to pursue in obtaining the registration of the marks in any foreign country may be learned from the publications of the Bureau of Foreign and Domestic Commerce.

TRADE VALUE OF A SIGNATURE.[1]

The Hankow consulate would like to draw the attention of American firms attempting to enter the foreign trade to the practice on the part of some of them in communicating with foreign concerns of sending out trade letters with no written signature but with only a typewritten signature, usually the name of the firm alone. This is almost invariably construed by foreign merchants as an indication that the American house which does it lacks any real interest in the possible sale of its goods abroad.

The result of this policy is well illustrated by a remark made to the writer by the local manager of a foreign firm. His statement was to the effect that when he receives a trade letter from America, if he sees that the inquirer is sufficiently interested in the marketing of his goods to sign his letter, he always gives such communication the courtesy of a reply, while if he notices that no signature is affixed to the letter it is promptly consigned to the waste-paper basket. It would be well for American firms to bear in mind this attitude of the foreign merchant, as it is doubtless the attitude assumed by many others.

FOLLOWING UP TRADE OPPORTUNITIES.[2]

The Seville consulate recently prepared a report on public works in Andalusia that was announced in a Foreign Trade Opportunity and also issued as a confidential circular by the Bureau of Foreign and Domestic Commerce at Washington. As a result of this circular, a number of firms have written letters to this consulate that are open to considerable criticism. A study of these letters has led me to offer the following advice to exporters as to the proper method of following up Foreign Trade Opportunities:

First. Apply to the Bureau of Foreign and Domestic Commerce, or one of its district offices, for the name and address of the party interested in the importation of the class of goods mentioned.

Second. On receipt of this address, write the inquirer direct, in the language of the country where he is located (unless some other language is specifically requested), sending him catalogues, prices, terms, etc., in that language.

[1] By Vice Consul George F. Bickford, Hankow, China, in Commerce Reports.
[2] Consul Wilbur T. Gracey, Seville, Spain, in "Export Trade Suggestions," Miscellaneous Series No. 35, Bureau of Foreign and Domestic Commerce.

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Third. If deemed advisable, send a copy of your letter to the consul who transmitted the Trade Opportunity, for his information.

Fourth. Fully prepay all postage necessary on the letter to the prospective importer and to the consul, instructing the clerk in charge of such mail that the postage to certain foreign countries is 5 cents and not 2 cents.

Fifth. Send to the consul, for the consulate files, copies of all printed matter sent to the prospective importer, with a request that they be placed on file and shown to other parties who may inquire for the same class of goods.

Sixth. Remember that the consul abroad is receiving a large number of letters by every mail (in this consulate over 500 letters a month), covering a vast number of articles, and it is not possible for him to give more than a general outline of the probable opportunity. For expert knowledge or special information apply to the person or firm whose address the consul has already furnished.

Seventh. Apply to the Bureau of Foreign and Domestic Commerce for a list of other concerns located in the same city or country which are interested in the class of goods you wish to export. Send them letters and literature in the language of their country.

Eighth. Wait patiently for a reply, remembering that with present conditions in Europe mail may be delayed from a week to a month, according to circumstances. If you have followed these suggestions, sent your literature and correspondence in the language of the country of importation, and given full information regarding prices, terms, and conditions of sale, you will undoubtedly, in due course, receive a courteous reply that may possibly lead to business. If you have written in English and sent your catalogues in the same language, it is probable that both letter and catalogue have been thrown in the waste-paper basket.

"DONT'S" FOR THE AMERICAN EXPORTER.

Don't write to the consul saying you understand he is in the market for road-building machinery, or whatever the article may be. The consul is not in business. He can assist in finding possible purchasers for goods, but he can not handle them, can not keep samples on hand for exhibition, can not recommend firms or products, can not give one firm any more attention or any better facilities than any other firm.

Don't write the consul for credit information about prospective customers, or information regarding their standing in the community. The consul is not allowed to give such information. It should be obtained through the regular sources—the banks and credit-information bureaus.

Don't ask the consul for expert information. He can not possibly be expected to furnish expert information on everything from mining machinery to tin tacks. If you need this sort of information, request the consul to put you in touch with some one who can obtain it for you.

COOPERATION WITH CONSULS.

COOPERATIVE COURTESY.[1]

On more than one occasion firms that the Tripoli consulate has placed in correspondence with American exporters have been completely ignored. True, the field is not a great one, and some concerns may think it wasted effort to inform a writer that they are not prepared to do business. Others continue to seek the market, however, and their work would be facilitated if all commercial and in-

[1] Consul W. Roderick Dorsey, Tripoli, Libya, in "Export Trade Suggestions," Miscellaneous No. 35, Bureau of Foreign and Domestic Commerce.

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lustrial interests in the United States would contribute to place the eputation of American exporters for courtesy on a level with that f less distant lands. The attitude of Libyan importers toward merican traders as a whole can not fail to be affected adversely if ccurrences similar to the following are unnecessarily multiplied:

About a year ago, in a letter presenting an attractive and business-ike proposition, an American corporation sought the assistance of his consulate in finding a suitable local representative. This was promptly acknowledged and a fuller reply promised when something lefinite could be said. The consulate then canvassed likely firms, but at the end of three months had not succeeded in obtaining the consent of any to go into the proposition. The corporation was so notified and a general outline given of conditions affecting the present and future of its lines in this district. Effort was not relaxed, and two months later the consulate had the satisfaction of finally inducing one of the solicited persons to open correspondence. The corporation was advised of this more favorable turn, and the candidate also wrote expressing his readiness to undertake the agency, giving bank references and requesting the company's further views.

NO REPLIES FORTHCOMING—THE IMPORTANCE OF COURTESY.

To the consular communications no reply was received, a fact to which no importance was attached. Surprise was occasioned, however, when a few days ago the candidate stated that no notice had been taken of his letter, although six months had elapsed since its dispatch. The merchant naturally is not pleased with such treatment, and after expressing his views remarked that "Even though the manufacturers were not prepared to go on with the matter, they might have informed me or at least have acknowledged my letter." This gentleman is a well-established trader, and, like others locally, accustomed to the more considerate methods of European exporters.

Politeness and attention to small things were factors that made for German success in foreign commerce. Nothing was too much trouble, nothing or nobody so unimportant as to be slighted; and this is an export practice that America generally must adopt if openings are to be made in these days of opportunity and held after Europe returns to things commercial. There are many American exporters whose regard for the proprieties is not below that of other nationalities, but everyone must hang up the motto "Courtesy to all" alongside the more urgent "Do it now." It is the general reputation of American exporters that must be established and maintained. The effort of the majority in this direction may often be nullified by the selfish practice of those who, having interested traders to communicate and not being encouraged to go on, put the letters away unanswered; a scoffer at American methods, perhaps an enemy, is created at the other end. This would have been prevented by a sheet of paper, a minute's dictation, a few pleasant typed lines, an envelope, and 5 cents worth of postage, surely not too onerous an investment to win an adherent and solidify the good repute of American export methods. Chambers of commerce and other trade organizations can help by influencing members to slight no seeker after business, to leave no inquiry unnoticed.

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HURTFUL INFLUENCE ON CONSULAR ENDEAVOR.

Another phase of the question is its effect on consular endeavor. A consul, having talked volumes about what Americans will do, is somewhat discredited when an American does not do it, and his effort becomes more difficult with each omission. The best results can only be obtained through complete cooperation of consuls and exporters. After the former have interested merchants and made friends for American methods it is up to every house addressed to foster the general repute and to see that the friend is not lost, even though no business results. Only so can a field be best prepared for fruitful labor by those who seriously seek to enter.

MORE INFORMATION FOR CONSULS.[1]

Much delay is experienced by the foreign importer who is seeking to purchase goods in the United States because of the meager details on file at consulates relative to the lines of merchandise still open to contract, the importance of the manufacturer, etc., for American exporters usually supply the consular service with no more information than is contained in their domestic catalogues.

I am assuming that the reason why an American manufacturer who wishes to do an export business addresses a consular officer is because he has no selling connection in that field and because he is seeking such connection and would like to have his name and his wares presented as favorably as possible; yet he writes a letter seldom more than 20 lines long, in which he inquires if there is a market for a general line of goods, if similar goods are already on sale, from what country they come and at what terms, and closes by stating that he can handle foreign orders satisfactorily, and quoting f. o. b. prices his plant. Even when backed by a catalogue such a letter is not of great assistance to a consulate in its efforts to connect the foreign buyer and the American producer.

What a consular officer needs to know is general facts about the "house"—date of establishment, growth of business, present capital or investment, capacity, number of employees, whether engaged in foreign trade and for what period and to what extent, etc. He wants general data about the "line"—the salient advantages of some of the articles offered, particularly as compared with well-known foreign articles of the same type.

OTHER INFORMATION OF VALUE.

The consul should be told what the manufacturer would be willing to do to place his goods in the new field—the basis on which sales would be made to the importer or on which goods could be offered for sale by a recognized agent and the commission which would be paid the latter; what would be required of an importing house or agent in order to obtain the agency for the line; whether the manufacturer would send consignment stock or samples, and in what quantity; whether he would advertise or cooperate in advertising and to what extent; the manufacturer's facilities for export shipment, supervision given packing, etc.

[1] L. J. Reena, Valparaiso, Chile, in "Export Trade Suggestions."

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Confidential price lists have not been mentioned because, since a consul is not an authorized representative of the manufacturer, it would appear that he has no right to decide as to who should or should not be shown a confidential price sheet; but it would probably be well for the manufacturer to state (if such were the case) that extra discounts would be allowed from the price list accompanying his catalogue.

With the foregoing information (preferably submitted in duplicate and in the language of the country to which sent) in hand, backed by recent catalogues subject to withdrawal upon receipt of notice that a local selling connection has been established, I believe the Consular Service could be of real commercial value to a large number of American manufacturers and exporters.

INCONSIDERATE AMERICAN EXPORTERS.[1]

It is an important part of the business of a consul to reply carefully to all commercial inquiries and to do everything else in his power to extend American trade; but in the discharge of his duties he frequently finds his patience tried by the inconsiderate requests of American manufacturers. The greatest offenders in this respect are manufacturers who prepare a general circular letter with a long list of questions intended chiefly for far-distant countries, and then send copies of this same letter and same list of questions to consuls in Canada. As a rule any American manufacturer of ordinary intelligence would have no need to ask most of the usual questions regarding conditions in Canada.

To the consul it would seem that the manufacturer might at least take the trouble to prepare a special letter and list of questions for the 31 American consuls and 22 consular agents in Canada, instead of asking all of them to give so much unnecessary information and answer so many needless questions. Then he would not feel called upon to say that "being so many miles away" he is "naturally anxious to obtain first-hand details," etc. And he would not send a circular letter to Canada which was evidently prepared for use in Spanish-speaking countries, nor ask a consul in Canada whether the English language is used, or what is the best method of having printed matter translated, or whether "it would be easy for the natives to pronounce" a certain trade name.

OTHER FAULTS OF AMERICAN CORRESPONDENTS.

The financial standing of firms—which a consul is not permitted to give—may be obtained from the American mercantile agencies, to which manufacturers are usually subscribers. As consuls are not allowed to engage in business it is a waste of time to offer them a special discount to order goods for sale. And when a manufacturer informs a consul that his address has been obtained from the Department of State it is a work of supererogation, to put it mildly, to write to that consul for his "complete address" in order that mail may reach him "without any delay." Such a correspondent needs to be told that, without using the consul's name or any street number,

[1] Consul Julius D. Dreher, Toronto, Canada, in "Export Trade Suggestions."

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he should address his letter simply to "The American Consul" and add the name of the city and country.

It happens occasionally that a manufacturer will send a general letter of inquiry to a consul in a city where that manufacturer's own product is the only one in that line sold in that city; or it may be that on making inquiry, upon the receipt of one of these general letters regarding the establishment of agencies, the consul ascertains that the manufacturer already has an agent in the city. The inconsiderate manufacturer, after corresponding with a firm and being informed that his goods can not be handled owing to the price, writes to a consul and asks a number of questions regarding this same firm, as if no correspondence had passed between them. Hence, when the consul makes a personal call on this firm to obtain the information asked for he finds that he has simply wasted time that might otherwise have been profitably employed.

If American manufacturers realized how much work consuls have to do at important posts, these seekers of foreign trade would understand that a little consideration is due to these busy officers of our Government, who are always ready to render any reasonable service in the extension of American commerce.

PAYING THE COST OF COMMERCIAL INQUIRIES.[1]

One of the greatest difficulties in securing information regarding certain lines of goods abroad, and one which every consul meets, is the lack of funds supplied him for this purpose. A recent report made by this office called for a considerable amount of technical and accurate information. This could be obtained only through a personal visit by the consul to the parties engaged in this industry. As the weather was exceedingly warm and many of the factories and offices located on the outskirts of the city, the consul was obliged to secure a carriage at his own expense, there being no funds available for this purpose.

Undoubtedly many firms in America requiring information in their line would be glad to defray the consul's expenses in securing this information for them; and if when making inquiries they would suggest to the consul that they would be glad to repay him for any expenses incurred up to, say, $5 or $10, he would be much more able to secure satisfactory information for them. The consul is not allowed to accept any fees for such services for himself or for his staff, and is often unable to secure the desired information owing to insufficient clerical hire or other reasons.

SPECIAL INVESTIGATOR SHOULD BE EMPLOYED.

In this country, if a merchant is directly approached for information, he almost invariably suspects some ulterior motive and will give no information, especially when these inquiries come from a foreigner. With a fund of, say, $5 in my possession I could employ a special investigator here, who could secure information regarding almost any class of goods such as I would not be able to secure personally at any price; and with this personal information in my hands I could prepare a report which would be of real practical value.

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[1] T. Gracey, Seville, Spain, in "Expert Trade Suggestions."

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While it would be necessary to send the report to the Department of Commerce for publication (in order that the consul should not be accused of favoritism), still an advance copy could be sent to the inquirer who had defrayed the expenses, and he would therefore be in possession of the facts before his competitors, and would also, through the efforts of this office, be in touch with the firms handling these goods in Spain.

In Germany merchants making inquiries from consulates are expected to reimburse the consul for his outlay; and where this is not done the consul may draw on a fund kept by the chambers of commerce of the country for that purpose, his expenditures being limited to $7.50 to $12.50 for any one case.

HOW MANUFACTURERS MAY AID CONSULS.[1]

As a rule, when manufacturers write to a consular officer for a list of importers of their goods in his district no other information is requested, yet it would seem that if questions along the lines of those that follow were also propounded they would greatly aid the consul in replying to commercial communications:

1. If similar goods are sold, what are the prices quoted?
2. What is the import tariff?
3. In what manner should merchandise be packed? (This should be asked, for in many countries goods are transported to interior places on muleback.)
4. Give rates and discounts of other competing countries.
5. Best way of transportation, with freight rates.
6. Are consular invoices needed? How should they be made out?
7. What are the fees charged by customs brokers for making entries?
8. Are there any octroi charges?
9. In what language should correspondence be conducted?
10. Is there a duty on catalogues?
11. What course of action do you recommend for the introduction of merchandise?

After receiving the necessary information from the consul the American exporter is in position to quote his prices, including all charges, to a foreign importer, who as a rule dislikes to be annoyed in clearing merchandise at the customhouse.

Section II.—CATALOGUES.

PREPARATION OF CATALOGUES.

CATALOGUES WITHOUT PRICE LISTS.[2]

Too much emphasis can not be laid upon the duty of American manufacturers and exporters who contemplate extending their trade in Argentina to furnish complete information when catalogues are sent to the Rio de Janeiro consulate general or to local merchants. This fault on the part of American merchants was perhaps less apparent during normal times when certain foreign sources of supply were not closed and local merchants found no difficulty in obtaining from European manufacturers all the information they required. Since the outbreak of the war, however, when the unusual situation was here created which has brought to this market many hitherto

[1] Consul Felix S. S. Johnson, Kingston, Canada, in "Export Trade Suggestions."
[2] Consul General Alfred L. M. Gottschalk, Rio de Janeiro, Brazil, in "Export Trade Suggestions," Miscellaneous Series No. 35, Bureau of Foreign and Domestic Commerce.

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unknown American articles ordered merely from catalogues, these shortcomings have come very fully to light.

While it is eminently desirable to offer American goods here by means of catalogues (or at least by means of special folders or circulars) in the Portuguese language, most local merchants read also Spanish and sometimes French. But even though we must be content here and there with catalogues in English, these, to be of any real value and to be preserved by local merchants, should at least contain complete price lists, credit terms, etc. Prices should never be quoted from an interior manufacturing city in the United States. Where quotations c. i. f. port of destination are not practicable, they should be given f. o. b. New York. This is most important, as freight rates from interior points in the United States to the American seaboard are absolutely unobtainable here.

Discounts should be printed preferably on a folder or slip attached to the catalogue, because local merchants are frequently obliged to show an illustrated descriptive catalogue to prospective customers, and naturally hesitate to disclose the exact terms on which the goods are offered them. The use of several cumulative discounts, such as 25 per cent plus 15 and 5 per cent, or 50, 10, and 5, seem to be favored in preference to one discount for the same reasons.

HOW AN ORDER WAS LOST.

A typical instance of the importance of observing these details was illustrated at the Rio de Janeiro consulate general a few days ago, when the representative of a large local firm brought a catalogue from an American manufacturer of road machinery, whose name he had obtained from this office some months ago. He had found the exact type of a road grader which he needed, but in no part of the firm's catalogue was any mention made of prices or discounts. Another catalogue of the same firm on file at this office was consulted, but the same obstacle was encountered. I felt it to be both judicious and proper to write to the firm as follows:

GENTLEMEN: Permit me to invite your attention to the fact that a representative of Messrs. ———, Rio de Janeiro, called at this consulate general with a copy of your catalogue No. 6, expressing an apparently serious necessity of placing an order for the road scraper described on page 12. This office also has on file a copy of the catalogue, but neither volume contains prices or discounts. I would suggest that this information be supplied to the firm mentioned at the earliest possible date; and in the interests of promoting American trade in general in Brazil would suggest to you, as I have done to many other firms, that orders are often lost by not printing prices in advertising literature intended for use abroad. Your discount lists could, of course, easily enough be withheld from all but persons who have your confidence.

The feeling is so strong among foreign merchants generally on this question that when a caller at this office asks for catalogues of any one class of goods and is given several catalogues from the consular file he almost invariably selects from them in the following order: (1) The one which announces clearly its prices; (2) the one which offers the best discounts; (3) the illustrated catalogue; (4) the one whose text is in Portuguese.

DETENTION OF CATALOGUES AND SAMPLES IN BRAZIL.

Many American firms send to Rio de Janeiro, and probably to other Brazilian cities, commercial catalogues and samples which are delayed in the Brazilian post office or never claimed by the ad-

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lressees. It should be remembered that in the Brazilian customs ariff catalogues are classed as printed books and are dutiable ac-ordingly. Sometimes the duty on a catalogue is as high as $2. Samples are also subject to duty, but 90 per cent of the duty paid vill be refunded upon proof of reexportation within 12 months. The ıddressees are unwilling to pay the charges and the packages remain ınclaimed. Numerous catalogues and samples are thus addressed to his consulate general, which has no fund out of which to pay the luty.

American manufacturers should print catalogues for Brazil in as mall a form as possible, and rather in separate sections than in one ulky volume. All catalogues mailed should be distinctly marked on he outside wrapper, "Catalogos sem valor" (catalogues without alue), and all samples should be marked "Amostras sem valor" (samples without value).

Seeds for planting enter free of duty. Packages should be plainly narked "Sementes para agricultura."

CATALOGUES FOR EXPORT TRADE.[1]

The many American catalogues received at the Jerez de la Frontera consulate, copies of which are being distributed to the mailing lists prepared in this office, show several features which operate against their usefulness.

First and foremost, few contain the gross and net weights per unit quoted, without which it is impossible for the prospective purchaser to calculate laid-down costs. Customs duties in most Spanish-speaking countries are levied on weight, sometimes gross and sometimes net, and occasionally on a combination of specific and ad valorem rates. Therefore a knowledge of the weights of units is absolutely essential.

Secondly, in these same countries the metric system is generally used and understood, and the means are not always at hand to enable the prospective purchaser to change pounds to kilograms, nor feet and yards to meters, nor gallons to liters. Therefore the quotation unit should be expressed in the metric system in all catalogues for export trade.

Catalogues at the best receive scant attention. Those that confuse and give trouble to the recipient receive still less attention.

PRINTING PRICES IN FOREIGN CURRENCY.[2]

On various occasions the desirability of printing prices of American goods in British currency has been amply demonstrated in this office. Some importers definitely refuse to inspect catalogues unless quoted prices are in pounds, shillings, and pence.

The importer usually reckons on the basis of $5 to the pound sterling (whose normal rate of exchange is but $4.8665), and is then disappointed when the price, calculated at the correct rate, exceeds the estimate he has made by converting the dollar quotation on the basis of $5 to the pound. Then, again, the discounts, which to the Ameri-

[1] Consul Paul H. Foster, Jerez de la Frontera, Spain, in "Export Trade Suggestions."
[2] Consul E. A. Wakefield, Port Elizabeth, South Africa, in "Export Trade Suggestions."

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can are vastly more simple when in dollars and cents, seem to puzz many importers to a considerable extent.

Now that an opportunity exists for a decided increase in the sale American manufactures, and importers are, both from inclinatio and from necessity, obliged to devote time to these details, the desi for price lists in English money is frequently expressed. Nearly a German lines were formerly quoted here in sterling. German e porters also displayed a willingness to alter sizes or designs to su localities.

The Port Elizabeth consulate has had a number of exchange car typed (basis, $4.8665=£1 sterling) for the use of importers. Th seems to answer fairly well, but is not nearly so satisfactory as pri lists in English money would be.

TRANSLATION OF CATALOGUES.

DIFFICULTIES IN TRANSLATING.[1]

Catalogues.—In order to illustrate the process of translating tec nical literature into a foreign language, let us take as an example catalogue of machinery used in industrial operations, to be re dered into Spanish. The catalogue, as it almost invariably happen is edited by the advertising or sales manager of the manufacture with the purpose of illustrating, describing, and specifying th various machines and accessories, setting forth their application an advantages, and extolling their special features. The field of i circulation covers the dealers and prospective users in this countr It is the general practice to place this catalogue, prepared as it wa for the domestic trade, in the hands of a translator.

Before commencing the execution of his work, it becomes eviden to the intelligent translator that a careful revision of the origina should be made in order to adapt its contents to the understandin of the people in Spanish-speaking countries where industrial condi tions, general methods, and circumstances are essentially differen from those obtaining in this country. This preliminary work o adaptation is rarely done. If the matter is originally written i careless commercial style; if it abounds in idioms and trade word in references to methods followed in certain American localities; i expressions peculiar to the producers, sellers, and users of that par ticular class of machinery in the United States, it is not likely that th translation can be satisfactorily made without a great deal of re search work and painstaking effort. The English original may hav numberless repetitions of words and phrases of claims and arg ments, but these repetitons are repugnant to the spirit of the Spani language and must be avoided or entirely eliminated.

It follows that, in order to produce a translated catalogue as use ful and efficient as the original, the latter should be revised or re written by some one familiar, to a large extent, with the condition under which the machinery is to be used, and the translation shoul be intrusted to a person of recognized ability who will exercise wi caution and some degree of precision the privilege of changing, re editing or eliminating objectionable paragraphs and pages in th English original.

[1] "slating as a Factor in the Export Trade," by Maximilian Avilés.

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neral knowledge of that particular line of machinery which subject of the catalogue becomes indispensable to the trans- or it is idle to expect any one to describe intelligently in any ge something of which he has not a clear conception. If the ie described presents complexities in its mechanism, operation, cess of manufacture, it should be thoroughly studied by the tor. In many cases nothing short of a practical demonstra- the apparatus is sufficient.

ther difficulty arises in finding the exact equivalents for the of the various machines and working parts. It must be borne d that these machines are of comparatively recent design and, i the case of those which have been known to all nations from immemorial, they embody so many improvements as to be in new machines. No Spanish-speaking country has developed achinery industry to any noticeable extent, and consequently signating words are not in common usage. This is a very per- g question, and the translator ordinarily considers it the most lt in his art. In this particular case his individual ability has t importance. Dictionaries and encyclopedias are consulted, lingual dictionaries are, as a rule, full of imperfections, and ew of them can be depended upon and none is complete or abso- reliable. Books on the subject matter might be imported from hing houses in Spain and some of the Latin-American capitals, ese books are mostly theoretical and the machines sketched and bed in them are, as a rule, of some European make very rarely r to those of American manufacture. Thus it is often neces- o coin new words, to give definitions instead of equivalents, to ss vaguely that which is distinctly stated in the original.

ain, the translated matter has to conform exactly to the laws of ruction of its language. Each language has a distinctive char- technically called its genius, and in the transposition the literal s of the original must be ignored in order properly to express ue idea.

vertising matter.—The advertising field presents difficulties of erent nature. To condense a few specific ideas or definite state- s and claims into a limited number of lines; to express these accurately and in a manner which will force the attention of eader to that particular advertisement; to adapt the reading er to the illustration and display it effectively without inter- g with other requirements of larger importance; to combine all artistically and convincingly—these are the fundamental prin- s of magazine and newspaper advertising. Originality and ness in expression are frequently resorted to in order to increase ency and power. The preparation of advertising copy is an art ie highest sort.

ie difficulties of properly translating advertisements are so ed that we feel perfectly justified in asserting that none should ubjected to a translation. Even an adaptation of the English inal might be deficient. A safe method to follow in order to are advertising matter for periodicals circulating in the Latin erican countries is to intrust the work to a Latin American ad- ising expert sufficiently conversant with the English language to erstand and absorb the literature published in English relative to

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the line advertised. The effects of advertising are purely psy-
logical. Its purpose is to reach the mentality of the reader
create a favorable impression; to induce him to address a co-
manufacturer, and no other, for details and prices on the ar-
wanted. Is it, then, reasonable to expect that an advertisement
pared by some one totally ignorant of the mental peculiarities
another race, written in a foreign language, and almost inev-
translated, will carry that force of persuasion and expression
all advertising should carry?

The industrial development of the United States proves the
cess of specialization. Since the introduction of our produc-
foreign countries demands an intelligent and persistent adver-
campaign, it would be well to gather suitable material for the
tion of a corps of advertising specialists in order effectively to
merchants and consumers, classes and masses, in the Latin Amer-
countries.

TECHNICAL TRANSLATIONS.[1]

American trade investigators frequently have referred to the
of proper translations. They have contrasted the technical pa-
tions and catalogues of European countries with those publish
the United States. Latterly, there has been an improvement
there is still room for continued betterment in the character of
publications issued by American houses.

Efficient technical translations may be obtained without diffi-
in New York City. The following are the chief sources: (*a*) Ex-
trade journals; these specialize in catalogue work; (*b*) foreign-
guage printers; many of these employ highly competent men;
miscellaneous translation bureaus; their addresses are available
the classified section of the telephone directory; (*d*) foreign
organizations; in the case of these bodies (as in all others like-
the manufacturer must assure himself of the competency of the
vidual assigned to his catalogue.

No hard and fast rules should be laid down for the translator.
must be given freedom to express, in the language into which
translated, the sense of the article given him. It is impossible
make literal translations, except at a sacrifice of the most desir-
values.

When catalogues or descriptive matter is not too highly techn-
an intelligent Spanish stenographer or clerk frequently can perf-
the task. This is done by reference to the numerous technical
tionaries which now are available. They may be found in the pr-
cipal public libraries.

EXPENSE OF TRANSLATION.

High-grade work can not be done cheaply. An attempt to ec-
mize in this direction is often disastrous. The life of a catalogue
usually a long one, and greatest efficiency should be striven for. G-
work is worth what it costs. The cost of translations varies; w-
a quantity of work is to be done, the rate always is lower. The
charge for ordinary letters is 25 or 30 cents per 100 words for tr-

[1] From "Trading with Latin America," by E. B. Filsinger.

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ns into English, and a little more for translations from English other tongues. Technical work is higher, and depends upon its acter and quantity. It may run 75 or 80 cents per 100 words, or more.

DISTRIBUTION OF CATALOGUES.

CATALOGUES FOR ENGINEERING AND MINING SOCIETIES.[1]

have been invited to attend the sessions of the Institute of En- ers of Chile, and have arranged for the filing and indexing of American catalogues on railway equipment, materials, etc., that be sent to them. Their address is Instituto de Ingenieros de le, Santiago, Chile. Such catalogues as may be sent to the En- eers' Institute should be the best available, preferably in Spanish, ough not necessarily so, and prepared in such form as will ilitate filing. If sent in loose-leaf form, as some American man- cturers send out advertising matter, they should be inclosed in t envelopes. These catalogues will be used only as reference ks by practising engineers, and if the prices are not shown in catalogue some information should be given as to the easiest thod of obtaining prices. For instance, if there is a local repre- tative of the firm in Chile or Buenos Aires, or some other near-by y, it would be well to so advise, in order that time may be saved the engineers in making estimates in the event that they seem ased with the American article. Similar arrangements have been de with the Sociedad Nacional de Minería, which desires cata- ues of mining and metallurgical machinery.

The Society of Mining Engineers is organizing a technical de- rtment for the purpose of assisting Chilean miners in the selection machinery, and inasmuch as it is a semiofficial institution, it will obably attract a good many local miners. The same care in ding catalogues to it should be exercised as when sending cata- ues to the Institute of Engineers, which is the civil-engineering anch. The catalogues for the Mining Society should be addressed follows: Departamento Tecnico, Sociedad Nacional de Minería, inisterio de Industrias y Obras Públicas, Santiago, Chile.

ACCEPTABLE METHODS IN AUSTRALIA AND NEW ZEALAND.[2]

There is one condition in Australia that seems to deserve special tention—namely, the fact that the managers of the Australian ilways usually object to the sending of information directly to the bordinate staff, preferring that this be sent to the heads of the anches, who use their discretion regarding the distribution that ould be made. This no doubt results in desirable information ing withheld at times from the staff, but it is always better to con- rm to the local conditions encountered when dealing with rail- ays in any part of the world. Another point is that catalogues, andbooks, and similar publications, when going into Australia, pay duty based on their actual value, and this should be arranged for

[1] Commercial Attaché V. L. Havens, Santiago, Chile, in Commerce Reports for Feb. 15, 16.

[2] From "Markets for Railway Materials, Equipment, and Supplies in Australia and New ealand," by Frank Rhea, Special Agents Series No. 156, Bureau of Foreign and Domestic ommerce.

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before any general distribution is undertaken. As a rule, the best arrangement will be to send a sample of the publication to the Secretary for Railways, together with a statement of the number that the concern is willing to furnish, as well as an estimate of the actual value. There should also be an indication of the persons in the Railway Department to whom the publication will be useful, and the Secretary for Railways should be requested to state the number wanted and how they should be forwarded. In some instances the writer was informed that the Railway Department would be very glad to pay the duty on publications if they are of the character of some of the useful ones furnished in the past.

As a rule it was found that the Australian railway staffs make very considerable use of good catalogues, handbooks, and instruction books. An example was the constant use made of a certain American firm's catalogues, of which a very well-planned distribution was made several years ago when a representative of the company visited Australia and New Zealand. In many instances evidences were found that this catalogue had been used constantly, affording a conclusive illustration of the desirability of such advertising. There was also noticed a decided tendency to refer to some of the American trade handbooks. Among the American trade literature of which there was apparently no distribution were the classified directories of railway-supply manufacturers and their products. As the writer had copies of these, he submitted them to some of the chief storekeepers with an inquiry as to whether they would be useful to them, and in every case the reply was that they would doubtless be found very useful; therefore a distribution of these publications to the chief storekeepers of all the Government railways, as well as the principal tramways, is especially recommended. In this connection it was found that the Canadian trade commissioner at Melbourne had made such a distribution of Canadian trade directories.

In view of the conditions outlined, it is urged that the subject of catalogues, handbooks, and directories be taken up with the Secretary for Railways, as this will no doubt result in getting the information into the hands of the proper officials, will eliminate the sending of unnecessary copies, and will conform to the desire of the management as regards the way in which advertisements should be distributed to the staff.

The only Australian trade directory that the writer was able to find which covered railway requirements was the one issue of the Engineering Directory of Australia, published in 1913, of which it was stated that there would be no further issues. Some of the representatives of Australian business concerns expressed the opinion that such directories would be unprofitable in Australia, though in some instances at least they have been decided financial successes in the United States.

BRITISH ENTERPRISE IN CATALOGUE DISTRIBUTION.[1]

English manufacturers are cooperating in the publication of a series of uniform catalogues, printed in English, French, and Spanish, which are to be distributed gratuitously to importers in all parts

[1] Commercial Attaché V. L. Havens, Santiago, Chile, in Commerce Reports for Aug. 7, 1916

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of the world. Circulars sent to a firm in Santiago show these English catalogues as cloth bound, in volumes according to the classification of the merchandise listed, and so arranged that any article or any manufacturer can be easily found. The general classifications of textiles, hardware, drugs, construction materials, etc., are subdivided, and importers are asked to mark on application blanks the special lines in which they are interested, when the volumes containing these sections will be forwarded. The cost of publishing these catalogues is estimated at $250,000, and in addition to this the English exporters offer to pay freight and duty on them in the distribution to prospective customers.

MACHINERY CATALOGUES IN CUBA.[1]

The nature of the advertising to be done in Cuba depends, naturally, on the class of the article for which it is desired to find a market. Advertisements of construction materials and equipment in trade journals are recommended, but possibly a more effective plan would be to obtain lists of probable purchasers and users and send them circulars and catalogues, which should invariably be in Spanish. Machinery for sugar mills, for paper, chocolate, and ice factories, and for various other industries in Cuba should be advertised by circulars and descriptive catalogues, mailed as first-class matter to the different plants. Contractors and builders should also be circularized in a like manner. Posters or outdoor advertising for these trades are not likely to have the desired effect. It is usually advisable that correspondence with Cuban and Spanish firms be conducted in the Spanish language, although this is not always necessary.

EFFECTIVE USE OF CATALOGUES.

PART PLAYED BY CORRESPONDENCE AND CATALOGUES.[2]

It is probable that at the present time catalogues and correspondence have brought more business to the American manufacturer than at any previous time in the history of the Peruvian import trade. This is due mainly to the fact that so many merchants have suddenly found it impossible to continue their purchases in the European markets and have been forced to turn to virtually the only remaining market for manufactured goods. American catalogues, hitherto disregarded and thrown aside, have been recovered from the scrap heap and requisitioned as a means of securing the necessary articles. In the first six or seven months after the beginning of the war, stocks in certain lines were entirely sold out. Dealers erred on the side of overcautiousness rather than otherwise. When it became evident that they must replenish stocks quickly or lose money, the dealers naturally turned to the nearest market and for the time being were not inclined to quibble over the price. It so happened that many American houses sent representatives to South America directly after the war broke out, at a time when business was in an extremely conservative state of mind. And many of these representatives

[1] From "Market for Construction Materials and Machinery in Cuba," by W. W. Ewing, Special Agents Series No. 139, Bureau of Foreign and Domestic Commerce.
[2] From "Peruvian Markets for American Hardware," Miscellaneous Series No. 39, Bureau of Foreign and Domestic Commerce.

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returned to the United States with pessimistic accounts of business depression throughout the continent. The fault, of course, lay with the American houses, who did not allow time for the local market to recover from the first shock of the war. Later travelers—and they were fewer in number—found conditions more encouraging.

But it is in exigencies of this character that the attempts to do business by catalogue and by correspondence score. The catalogue is always at hand to meet the psychological whims and turns of the market, and it may be remarked in passing that there is perhaps no market more difficult to gauge and evaluate as a whole than that of South America. In the less advanced countries, of which Peru is one, there is a striking lack of cohesion in the business communities. Made up, as they are, of many and diverse foreign elements, the normal commercial rivalry is intensified by race rivalry. The chambers of commerce and similar associations, such as exist in more progressive commercial communities, find only a faint reflection in Peru. They do exist, it is true, but their influence and the efficiency of their organization are strictly limited. The dilatory and indifferent publication of commercial statistics, and the lack of any trained commercial and financial writers on the staffs of the native newspapers, make the task of evaluating the market at any given time a difficult one.

The catalogue remains an effective means of entering the market so long as it is not compelled to meet the active interference of either American or foreign competitors, but in the face of such interference its value is largely nullified.

USE OF SPANISH—ATTRACTIVENESS OF CATALOGUES.

While a number of the large hardware importers read and speak English, Spanish is of course the predominant language of the country, and in the general distribution of catalogues they should not only be translated but, so far as possible, the weights and measures should be given in the metric system. It is also advisable that correspondence should be carried on in Spanish, except with houses where it is known that the managers read English without difficulty.

The cost of translating and compiling a catalogue in Spanish would, of course, be undertaken with a view to its distribution throughout the entire Latin American field—not solely for Peru. If one undertakes a work of this sort, it should be placed in the hands of thoroughly competent native translators, familiar with the field, as otherwise ludicrous mistakes are likely to occur.

The attractiveness and general makeup of a catalogue destined for distribution in Latin America should not be slighted, for the illustrations and typography of the catalogues issued by the majority of continental houses are of high character and the colored reproductions of metal and enamel finishes are extremely realistic.

CATALOGUES USED TO SUPPLEMENT WORK OF SALESMEN.[1]

Porto Rico is so thoroughly covered by shoe salesmen sent out by local jobbing houses, directly from the factories in the United States or by manufacturers' agents, that shoes are very seldom actually pur-

[1] ...t for Boots and Shoes in Porto Rico," by Herman G. Brock, Special ... 135, Bureau of Foreign and Domestic Commerce.

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chased from a catalogue. In fact, by themselves, catalogues are useless as order getters in Porto Rico, except in the case of the mail-order houses that do a small business in this way. As a supplement to the work of salesmen, however, they have a certain value. Many dealers are always glad to receive a shoe catalogue, because it gives them opportunity to become posted in late styles, and the catalogue may be occasionally useful for reference purposes.

It is essential that all catalogues intended for distribution in Porto Rico be distributed in Spanish or a comprehensive Spanish supplement inserted in the regular domestic catalogue. The large jobbers in San Juan, Ponce, and Mayaguez understand English fairly well, as a result of frequent trips to the United States, but with this exception the Porto Rican shoe trade understands only the Spanish language.

EFFECTIVENESS IN AUSTRALIA.[1]

The method or methods of introducing one's goods must of necessity depend on the nature of those goods and whether the prospective business will warrant a large or small initial outlay.

The least expensive way of feeling out the market that will naturally suggest itself to the mind is that of advertising in the export journals that are circulated in Australia and the sending out of catalogues to selected lists of names obtained from various sources. The latter especially appeals to the manufacturer, as there is no necessity of preparing a special export catalogue in a foreign language. But aside from the fact that catalogues received in that way are accorded but little attention, it should be remembered that in Australia all catalogues and similar advertising matter are subject to a duty of 10 pence (20 cents) per pound weight, and if unsolicited may be left in the post office by the addressee. If provision for the payment of the duty has not been made by the sender, the recipient is at the outset prejudiced against the manufacturer, who has evidently made no study of the customs of the market that he wishes to enter. This adverse prejudice might perhaps be changed to a favorable one if a polite letter inclosing the approximate amount of the duty accompanied the catalogue, with the request that it be examined carefully and an opinion given as to the suitability of the goods to the market.

The value of judicious advertising in export journals can not be denied. It can not be expected, however, that this means alone will suffice to sell a manufacturer's goods abroad. It must be remembered that such journals do not have a general circulation nor do they pretend to reach the ultimate individual buyer. The leading ones are received and kept on file by the principal wholesale importers and are used for reference when new lines of merchandise are sought. They accomplish their object if they serve as an introduction between the manufacturer and the wholesale buyer. They have been especially useful at the present time when the foreign buyer has been obliged to seek new sources of supply for the lines that he has been accustomed to buy. He naturally turns to the manufacturers whose

[1] From "Australian Markets for American Hardware," Miscellaneous Series No. 42, Bureau of Foreign and Domestic Commerce.

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names have become familiar to him through the columns of his export journal.

Once the goods have been introduced to the wholesale merchant it is a matter of policy and arrangement between the importer and manufacturer as to what advertising campaign shall be initiated through the local mediums, which are abundant and efficient, to interest the general buying public and move the stock. In broad terms it may be said that if such an advertising campaign would pay in the United States it would pay in Australia, and may be conducted on much the same lines; but it must be directed to moving goods that are carried in stock in Australia and available for delivery rather than to inducing importers to carry stocks.

NECESSITY FOR PERSONAL REPRESENTATION.

In the same way, correspondence may serve the purpose of establishing a few initial connections and of preparing the field, but in these days of intense competition it can not be considered a very efficient way of cultivating it. There may be some articles of hardware of such eminent usefulness or superiority of quality that once they are known the demand for them becomes ever greater until they hold the market, but such articles are rare. The majority have to be persistently demonstrated or sold against others that may be equally good for the purpose. This can be done only by direct personal representation by someone on the ground.

The most striking feature of the hardware trade of Australia, to one who has made a study of it in comparison with other large markets of the world, is the great number of local agents who act as the direct representatives or selling agents of American manufacturers. To this system more than anything else, perhaps, is due the fact that there is a greater demand for American hardware and tools than for those of any other country with the exception of England, for which a natural preference is shown because of reasons previously stated. It is highly advisable, therefore, if a large and permanent trade is desired, that any preliminary or introductory campaign of advertising or correspondence should be followed up by direct personal solicitation in some form or other. Whether this be through traveling salesmen or local agents (either native houses or resident Americans) or both, is for the individual manufacturer to determine.

WASTEFUL DISTRIBUTION.[1]

Advertising is an important essential to business and it is a channel of expenditure where much can be paid out with little return. As personal effort is the most effective basis for promoting sales, there is little use in promiscuously sending catalogues or printed matter, even when printed in the language of the country, and sending them printed in the English language is practically money thrown away. I have come to the conclusion that advertising expenditures for the promotion of foreign business can be most wisely made in the countries themselves where the business is sought.

[1] Alva B. Johnson, president Baldwin Locomotive Works, in Proceedings of First National [illegible] Trade Convention.

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SUCCESSFUL USE OF CATALOGUES.[1]

I would say that an export business can be built up by the use of catalogues and judicious office work exclusively, and a good business, too. I give this from my experience, because in my firm we have done this, and our export business equals more than half of our total business, and it has all been built up practically in about six years. I can also say that we built up a business in Russia before the war so that Russia was our best market. We did this by catalogues through exclusive agencies. We gave them agencies for territory that they could handle to the best advantage. We gave them the best possible prices and made them finance their own business, and they paid cash for the orders, and in some cases we shipped s. d., b. l. Russia was our best market up to the beginning of the war, and since that time we have done business in Russia without even having a Russian catalogue; so I know that business can be built up by catalogues, provided it is backed by a knowledge of the export business; and that brings the whole subject back to the small manufacturer, and whether he can afford an export department that really knows the export business. I do not think any business should be handled on one particular basis. The export commission houses did a big share of our business. Our experience has been that the best way to get foreign trade cheap was to use the commission houses, and to get in touch with prospective buyers by advertising systematically, following this up closely with good, strong letters well written and always in the language of the prospect. This need not cost a great deal.

With regard to the use of catalogues, I happen to know of one mail-order house of the United States that is doing one of the biggest foreign businesses done in the United States altogether by catalogue. It is an education in foreign trade to read one of their catalogues. They know the foreign business, and it is done in their office.

My suggestion is to put a man in charge of the foreign department in his own office, whose business should be the foreign trade. If the manufacturer is too small let him combine with others in the same condition and put their lines together in charge of a man who knows the business, and pay his expenses and pay him an amount that will enable him to get the business.

MAIL-ORDER TRADE.

LATIN AMERICA AS A FIELD FOR MAIL ORDERS.[2]

During the last 10 years the custom of selling direct to the customer in the Latin American countries has assumed important proportions. This was especially the case in the Republic of Mexico until the revolutionary disturbances compelled the abandonment of the parcel post. The number of purchasers throughout Central and South America who have opened accounts in the United States has been increased materially by the European war.

[1] George J. Mitchell, National Stamping and Electric Works, in Proceedings of Fourth National Foreign Trade Convention.
[2] From "Trading with Latin America," by E. B. Filsinger.

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FUTURE OUTLOOK.

The further extension of trade with the southern countries undoubtedly will be hastened by the efforts of the American merchants to obtain a share of the business formerly done with Europe. Furthermore, the introduction of American goods has made for a great increase in the demand for articles of American manufacture. This applies particularly to novelties of all sorts, which are very greatly appreciated everywhere in the southern countries. The number of Americans who are establishing themselves throughout Latin America make for a still further demand, particularly when they are located in out-of-the-way places, difficult to reach, and where the opportunity for making purchases is very limited on account of small stocks carried.

When conditions are normal and peace reigns, the Republic of Mexico offers unusual opportunities for the mail-order business. The conditions in the Republics on the west coast, especially Chile, also are very promising for the growth of business by parcel post. Central America, particularly Honduras and Costa Rica, use the mails very freely for the carrying of parcels. The business man who is considering the mail-order business with Latin America must consider the problems which are peculiar to each of the countries. No hard and fast rules can be given, as conditions are so dissimilar in each of the Republics.

The well-paid American engineer and his family in an isolated mining camp is a good prospect. In Lima, Peru, the lady of fashion will order the most expensive apparel, millinery, and incidentals. The group to approach is governed entirely by the character of the article it is sought to sell.

BEGINNING BUSINESS.

An advantage of the mail-order business in Latin America is that it can be developed from a small beginning. The outlay need not be very large, and an inexpensive catalogue, well prepared, often will produce excellent results. The foundation is, of course, the list of names to be circularized.

Names for mail-order business may be obtained from the following sources: (*a*) Advertisements in the journals; (*b*) choosing arbitrarily names from directories; (*c*) soliciting from addressees the names of friends; (*d*) obtaining inquiries from advertisements in local newspapers or magazines; (*e*) soliciting names from postmasters or other Government officials (mayors of small towns). In certain places these officials are permitted to send them. The benefit of a small discount or gift will often be of assistance.

The catalogue is of greatest importance when catalogues are used to solicit business by mail. In almost every instance the addressee is unacquainted with the mail-order house, and confidence must be established. This can be done only by the general appearance of the book, the reproduction therein of letters of reference or recommendation (preferably from banks or officials), and well-prepared matter.

The terms on which business is done by mail usually are cash. Occasionally packages can be sent c. o. d., notably to Chile and Mexico (conditions are favorable). In the event that c. o. d. terms

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are adopted, it is best to insist that a percentage of the amount of the order be paid in advance. This helps greatly to protect the manufacturer and to insure acceptance of the parcel.

SURTAXES—PACKING.

In certain of the Republics, particularly Salvador, a surtax is charged on the custom duties. This is done as a protection to business concerns whose operations are interfered with by the sale of merchandise direct to consumers. Other charges are those made for the delivery. No matter whether the postage has been paid in full at point of origin, an additional charge is collected at destination. This should be made clear in the printed matter, as the buyers who are unacquainted with the rule often think that insufficient postage has been placed on the package.

The proper packing of parcels sent by mail will aid greatly in increasing the business. Waterproof material is absolutely indispensable. A study of the rules and regulations for the mailing of parcel-post packages to foreign countries (outlined in the United States Postal Guide) should be considered carefully. The size of packages is extremely important, as the regulations vary in the matter of provision for width as well as length.

SMALL PACKAGES.

The importers of many Latin-American Republics who wish to be free of the fees charged by customs agents have been ordering shipments to come by parcel post. In certain of the Republics it has become usual to order large quantities of merchandise to be dispatched in that manner. Delays are obviated and greater satisfaction generally results, because the consignees can obtain the packages direct from the post office.

The sending of samples by mail also is increasing, and consequently influences the development of business which requires freight shipment.

REGISTRATION, INSURANCE, AND CUSTOMS CLEARANCE.

Registration of parcel-post packages is highly desirable. It tends to insure delivery and avoid complications. When claims have to be made they can be more easily traced.

It is essential to insure all parcel-post packages. Not only should they be covered by marine insurance, but risks of other kinds should be covered.

One of the disadvantages in some of the countries is the fact that the Government has specified certain offices in which parcel-post packages must be entered. These offices are usually in a place in which a customhouse exists. When the post office is located in a place where there is no customhouse it is essential for the consignee to appoint a representative who shall take delivery for him. Information as to where such an office exists can be obtained by application to the post-office officials, preferably in the Latin American Republics.

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DIFFICULTIES TO OVERCOME.

The development of a direct business with some of the Latin American countries is greatly hampered by the fact that neither parcel post nor money-order arrangements exist. This is a condition which all business organizations should strive to overcome. It only can be done by great effort on the part of the American merchants working in cooperation with people of Latin America. In some places freight-forwarding agencies or express companies can handle the shipments, but, of course, their rates are higher than would be the case with parcel post. Another drawback in certain of the Republics is the fact that exchange rates fluctuate very greatly, which makes it impossible for the consumer to know definitely what sum is to be paid.

WIDER USE OF THE PARCEL POST.[1]

The most cursory examination of the statistics of merchandising business with foreign countries by means of the parcel post indicates that this valuable aid to international trade is being much neglected by the people of the United States. To mention only one concrete instance, Chile imported through the parcel post in 1912 goods valued at $1,982,431, and deliveries were made far more quickly than through ordinary freight channels. The United States participated in this trade to the extent of only $49,404. Imports by parcel post into Chile from the United States amounted to $99,344 in 1909, $38,975 in 1910, and $48,067 in 1911.

The United States has no international c. o. d. parcel-post arrangement, whereas other countries give the buyer the privilege of examining goods before making final payment. Usually, however, there is a condition that 25 per cent of the purchase price be forwarded with the order to cover postage and packing charges, and under this requirement the percentage of orders refused on examination has greatly decreased. Complaints have also been made that American shippers do not prepare packages properly for shipment, and that there is unreasonable delay in filling orders.

A better knowledge of the rates, regulations, and customs requirements applying to mail shipments would do much to stimulate parcel-post traffic. Millions of Americans having family connections in other countries would be likely to send them gifts if reminded of the fact that it is exceedingly easy to send articles by mail. Many Americans domiciled or traveling abroad would be glad to leave orders here to forward various articles to them at stated times and places or they would be likely to write for things they have grown to consider necessary should the need of them arise. In fact, the opportunity exists to do a mail-order business of large extent with practically the whole world in every variety of commodity not too perishable, too bulky, or of too small value in proportion to its weight and bulk to permit of its transportation at mail rates.

[1] Consul Francis J. Dyer, Swansea, Wales, in "Export Trade Suggestions," Miscellaneous Series No. 35, Bureau of Foreign and Domestic Commerce.

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MAIL-ORDER COOPERATION.

It would seem desirable and wholly feasible to make up a foreign mail-order catalogue representing a group of merchants in any large commercial center. By cooperating the cost of the enterprise could be reduced and the expense equitably divided among the members of the organization, while the issuance of a multiplicity of catalogues would be avoided.

For instance, let A handling women's wear, B handling watches and jewelry, C toilet articles, D cutlery, E men's wear and haberdashery, and F handling stationery agree to form the Foreign Mail-Order Corporation of Washington or New York or Chicago or anyplace. Let each member supply copy and cuts for as many pages of the catalogue as he wishes to fill, with prices (including postage and packing) in the currency of the country to which sent; then let him send out the catalogue (being careful to put on enough postage in every instance) to such addresses, including American consulates and agencies, in English-speaking countries as he can secure. The matter in the catalogue should then be translated into Spanish and distributed in Spanish-speaking countries, and successively it should be printed in other languages for distribution in other countries.

As most chambers of commerce now have export departments, it would be possible, no doubt, to have such export departments receive orders and distribute them to the merchants directly interested; or the mail-order corporation could employ a clerk and have its own headquarters. The expenses, at first, would be light, and the organization could expand very readily as the business increased.

Meanwhile, and until the business world takes the matter up systematically, it would help very much if the public could be informed regarding the postal rates for parcels, the rules covering the method of packing and the size of packages, and the customs regulations of each country.

MAIL ORDERS FROM MANCHURIA.[1]

The facilities accorded by the parcel-post agreement between the United States and Japan offer a favorable opportunity for a moderate mail-order trade in Manchuria, not only to American mail-order houses but also to such American manufacturing and exporting firms as may care to cater to small orders by means of catalogues. The Japanese Government maintains post offices at all the important trading points in South Manchuria, to which the conditions of the parcel-post convention between the United States and Japan apply. The towns in which the post offices are established number 29, the largest of which are Antung, Changchun, Dairen (Dalny), Kirin, Liaoyang, Mukden, Newchwang, Port Arthur, and Tiehling. International postal money orders may also be obtained at these offices at the ordinary rates.

The Chinese of Mukden, generally speaking, are unfamiliar with foreign-trade transactions, and are therefore reluctant to place large orders in foreign countries without first seeing samples, and owing to language disabilities it is difficult for the ordinary Chinese

[1] Consul General P. S. Heintzleman, Mukden, China, in "Export Trade Suggestions."

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to understand catalogues. However, in the case of selling by parcel post these difficulties would be somewhat lessened by the fact that the seller would be able to give to a customer the exact price of an article laid down at his door by quoting under each description of the various articles contained in the catalogue the price, weight, and postage rate.

AN EFFECTIVE ADVERTISING METHOD.

This should prove a profitable and effective method of advertising the products of American houses willing to fill small orders, and might eventually lead to larger and more frequent orders. The Chinese like to do things by themselves and their commercial endeavors are always accompanied by a pronounced desire to excel; and once they learn that they can buy small orders of goods direct from America, without the assistance of a commission agent, that inherent confidence in one's self which all Chinese possess would be met, and they would feel encouraged to engage in larger transactions. The lines in which there should be a moderate demand include such articles as men's furnishings, riding equipment, sporting goods, toilet requisites, watches, jewelry, cutlery, books, and stationery. In this connection the attention of Americans interested in mail-order trade is invited to the fact that the goods conveyed by Japanese parcel post upon entering Manchuria by the way of Dairen or Antung do not pay Chinese import duty.

I would suggest that mail-order and other houses in the United States wishing to place their catalogues in the above lines in the hands of prospective buyers arrange with some party here to distribute them throughout the district upon request. Advertisements might also be inserted at moderate rates in the native newspapers stating where copies can be obtained upon application.

It is important that all parcels destined for Manchuria should be packed or wrapped in such manner as to guarantee their arrival in good condition. It must be plain that parcels going as far as Manchuria and subject to the rough handling incident to rail and water transshipments demand far more care in packing than do domestic parcels.

Section III.—ADVERTISING.

ADVERTISING MEDIUMS USED IN THE EXPORT TRADE.[1]

The development of Latin-American trade has been influenced in certain directions by export journals. Of these there are several which have a large circulation in the southern Republics. They make an appeal somewhat different from the trade paper in the domestic field, inasmuch as their circulation is very general, and it is necessary for them to cater to many interests. In the advertising columns may be found the announcements of American manufacturers, the range of products covered being very wide. This is accounted for by the fact that the Latin-American importer frequently handles almost every imaginable article, and the interests of the importers are generally far more diversified than is the case in the United States.

[1] "Trading with Latin America," by E. B. Filsinger.

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In connection with the efforts to increase their advertising, export journals have been making a special effort to serve their advertisers. The assistance includes the furnishing of names to dealers, advice in regard to entering markets, translations, both general and technical, credit information, etc. In some instances special investigatory work has been undertaken on behalf of American shippers.

As in the case of publications generally, advertising managers subject the advertisements in export journals to severe tests. These include the following: (*a*) "Keying" the advertisement; (*b*) comparing the cost of inquiries from such advertisements with those obtainable by other means; (*c*) comparing the percentage of distribution with the number of prospects in a given place; (*d*) demanding audits of subscriptions.

The advertisements for such journals must have reference to the accomplishment of very definite objects. These are (*a*) direct orders placed on definite offers of merchandise; (*b*) inquiries for catalogues or printed matter; (*c*) general publicity. Principles of application vary so much that no hard and fast rule can be given.

In preparing advertisements for export journals the principles already discussed apply with direct force. The Latin American viewpoint, correctness of translation, etc., must be considered. A definite offer or statement of advantages is preferable to the mere insertion of a firm's name or the picture of a large plant. As a rule, advertisements in export journals should be allowed to run for at least six months or a year. Quick results are possible only in rare cases. Buyers abroad must see frequent repetitions of the advertiser's name to induce them to buy.

CLASS, TECHNICAL, AND TRADE JOURNALS.

As in the United States, the number of class, technical, and trade journals is rapidly increasing. A greater interest is being manifested by merchants and business men generally in publications which deal with problems peculiar to their conditions and affairs.

The general value of papers of this character as advertising mediums is good. The subscribers, naturally interested in the subjects discussed, read the advertisements in the advertising sections. When these refer to improved processes, methods, or machinery, they arouse particular interest. However, advertisements, in neither class nor export papers, generally, can be expected to tell the whole story, nor should they be depended upon exclusively to develop trade in the Latin-American countries.

Journals of this class are read by particular groups. Thus, a very large circulation is enjoyed by a magazine which makes a strong appeal to farmers. In this connection it should be remembered that these groups frequently have other pursuits besides farming, and as a result the columns of the paper are used by advertisers who under ordinary circumstances would not be able to make their advertisements pay. Highly specialized papers, such as those devoted to mining, to engineering, to dry goods, shoe and leather interests, naturally have a narrower field, but reach the buyer for which intended.

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The advertising rates of these journals differ very mate
Before extensive contracts are placed, claims of circulation sh
subjected to a test. Much money often can be saved by pursu
method. A "key," therefore, is advisable.

LATIN AMERICAN NEWSPAPERS.

The newspapers of the Latin American Republics differ
rially from each other. In the first place, there are many t
publications, and the difference in what they represent is a
as the variation in papers in the United States. In the large
munities, such as Buenos Aires, Santiago, Rio de Janeiro, H
etc., a few newspapers are as well printed, edited, and distri
the most important journals in the United States. In additio
are many papers published in foreign languages to supply th
of particular portions of the population—Italian, French, G
English, etc. An analysis of the readers of the different pa
as necessary in planning an advertising campaign in Latin A
as is a similar study at home.

There is as wide a variation in the distribution of papers a
United States. Advertising rates are subject to great variati
advertisements often can be contracted for at lower figure
those specified in the tariff. For this reason experienced adv
agencies should be engaged to place the advertisements. Alm
variably much money can be saved by this method, as bargai
essential in buying space.

MISCELLANEOUS MAGAZINES.

Besides the export, trade, and class journals, there are
laneous magazines published in the United States which c
in the southern Republics. These are often illustrated revie
are not confined to one class of readers. Some of them featu
ary matters, others styles, and still others the home and its i
The circulation of these journals is increasing and must have
consideration from the advertising standpoint. Typical
group are: El Grafico, La Revista Ilustrada, Las Novedad
torial Review (Spanish edition), all of New York; El Merc
New Orleans. The readers of these publications are of
classes, but particularly of the well-to-do cultured groups.
case of the journals which have a wide circulation among
their advertising columns can be used extensively for develo
quiries for a direct-by-mail business. They also can be emp
create interest in a particular brand or trade-mark by gene
licity. The inclusion of the names and addresses of sales
prove of value.

In addition to the magazines which may be used for adv
purposes there are a number of annual publications in whic
tisements also may be inserted. Some advertisers have fou
of considerable use.

ADVERTISING POSSIBILITIES.

Throughout Latin America the value of advertising is app
Naturally, there have been varied degrees of adoption, and
efficacy also has been questioned at times because of the

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employed. It may be stated as a positive fact that in its highest development the outlook for publicity of all kinds in the Latin American Republics is extremely bright. It has an unlimited opportunity, particularly in view of the improving economic conditions of the masses, and because the field, in many places, is a virgin one.

A complaint, urged with justice in many cases, has been the failure of American manufacturers and exporters to take into consideration the Latin American viewpoint. Campaigns, no matter how expensive, if modeled along American lines, may prove disastrous failures in the southern countries. On the other hand, by making the necessary changes, sales arguments and selling material used in the United States can be successfully employed.

In view of the growing exports to the southern Republics, it is reasonable to believe that the Latin American countries will witness a proportionate growth in campaigns conducted along American lines to increase the sale there of North American products. Such campaigns hardly will be planned without the cooperation of all who are interested—the salesman or general representative, importer, local agent and retailer. The greater the number of views obtained the greater the likelihood of success. This is due to the fact that there are numerous details involved, upon any one of which a campaign may depend.

EXPERT ADVICE.

No matter how skilled the advertising manager in the United States may be, he should not plan the expenditure of a considerable sum in Latin America without obtaining the views and hearty cooperation of foreign advertising agencies. The reason is simple. Familiarity with the export situation, costs of media, taxes, licenses or permissions needed, etc., enable the Latin American agency to render material assistance. The names of such agencies may be found in the local directories of any of the larger capitals—Rio de Janeiro, Santiago, Lima, Buenos Aires, Mexico City, etc. There are also certain agencies in New York and Chicago which are equipped for foreign trade development.

Advertising matter of practically every kind is of value in Latin American countries. Its use is not confined to newspapers, but novelties, signs, electrical displays, etc., all have a place. The particular kind selected depends exclusively upon the purpose for which it is planned. There are as great variations in the stores and shops of Latin America as in those of the United States. As a result, signs which would be displayed by an exclusive shop in New York City would appeal to the elite of Buenos Aires.

UNDERLYING PRINCIPLES.

No matter what form of advertisement is adopted, not only its ultimate use, but the conditions relative to its importation must be considered. Freights are very high, and in most of the countries duty is assessed. This, taken in connection with the landing charges, port costs, and brokerage fees, often results in disputes, unless a definite understanding has been reached before shipment. Salesmen should be requested to bear this very clearly in mind and indicate definitely on orders whether advertising matter is desired. Occasionally, the

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manufacturer may be willing to assume the expense, in which case he should so indicate in the letter accompanying the shipping documents.

Advertising matter, bearing American retail prices, no matter how attractively printed, is worthless. Displays, with much matter printed in England, as a general rule, also are useless. The character of the store and ultimate destination of the matter must be studied. The foreign sales manager, who has made an investigation of conditions, should be charged with the duty of checking the advertising requisition. Important decisions of this nature should not be intrusted to the advertising man unfamiliar with conditions.

DESIRABLE METHODS.

Some of the more important advertising items, with accompanying details, are as follows:

(*a*) *Signs.*—These include those made of metal, cardboard, cloth, etc. If their display can be assured, they often prove extremely valuable. Striking poster designs are especially appreciated. Foreigners in general like striking effects.

(*b*) *Electrical effects.*—These are increasing in popularity. The flashing variety particularly serves to attract attention. Arrangements may be made to divide with dealers the cost of particularly expensive outfits.

(*c*) *Displays.*—The demand for this kind of advertising is rapidly on the increase. Displays, however, must be adapted to local needs and the accompanying printed matter should be in the language of the country.

(*d*) *Specialties.*—Specialty advertising has a distinct place as a means of introducing different articles. It can be used very effectively. As a race, the Latin American people appreciate souvenirs and do much to obtain them.

(*e*) *Cinematograph.*—In practically every community the display of motion pictures is as common as in this country. It is being used for advertising purposes and arrangements can be made with many dealers for the display of slides advertising American products. They should be in the language of the country where displayed.

Not only by the means already outlined, but by various other methods can a dealer be helped. Arrangements can be made to circularize, direct from the factory, lists of customers. This is often very effective, as it serves to bring customers to his store. Novelties also can be supplied, besides assistance in the preparation of his own advertising matter, etc. The only indispensable need is to inject the Latin American spirit into everything that is done.

ADVERTISING IN LATIN AMERICA.[1]

For three long years we have had every self-appointed critic in this country telling us that Germany is the epitome of all that is excellent in exporting. And because of this great gas attack we have overlooked the concrete things in international trade in which we, as a people and as exporters, excel. One of these is advertising.

[1] [illegible]mer Greene, of the Federal Export Corporation, in Proceedings of Fifth [illegible] Trade Convention.

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I have been asked to discuss advertising in Latin America, but before dwelling on that particular market I want to say that advertising to the whole world outside our shores is one of the most powerful arms we have in defending our foreign trade. Advertising is particularly American. It is a medium that we know how to handle and it will be a means of defense for the trade we have won in the period of intense competition that is to come after the war.

Advertising has done as much to build up Latin American trade for our manufacturers as any other medium of selling. There are to-day hundreds of manufacturers in this country who sell abroad in large volume, none of whom ever had a salesman travel south of Key West; and there are hundreds more who have corps of salesmen overseas, who made their first step in exporting by an advertising tryout, and who use their advertising, now, as a support to their selling staff.

Those manufacturers who have made a success of advertising to Latin American buyers have done so by their own individual efforts. They have had to remedy their own mistakes and to find out the right way to do things, for there has been no such research work in this field as has been done for the domestic publicity man. More of the progressive advertising agencies are looking overseas, now, and we can soon expect them to apply their methods of market investigation to South American fields. Possibly this lack of knowledge has accounted for the large number of export advertisers who give up early in the race.

There is one axiom in export advertising that every beginner must learn, "You can't expect results in less than a year." As a matter of fact, there is very little that can be accomplished in any line of export endeavor in a shorter period. But no matter how well your advertising campaign is prepared, you will not have real tangible results until the first 12 months have passed. After that your business will be cumulative, and it will grow stronger and more profitable just as long as you feed it with the right kind of catalogues, circulars, and follow-up matter.

I do not want to convey the idea that advertising relates solely to announcements in our export magazines or South American newspapers. A campaign must include catalogues, dealer helps, and a system of prompt correspondence to be successful. In your first year of advertising, however, you will be studying the best forms of subsidiary advertising matter—for an advertising campaign to the Latin American markets is nothing if it is not susceptible to frequent changes to meet the peculiar requirements of local conditions.

SUGGESTIONS AS TO COPY AND MAKE-UP.

When you go into the Latin American field you are going up against the keenest buyers on earth. These people have not been so thoroughly educated to advertising as we have, and there you have an advantage; for they will read a straightforward, plain story, about the merits of an article, without having it trimmed up with sauce and condiments to make it attractive. Advertising to a Latin American is not the commonplace that it is to us, and for this reason he gives an advertisement closer attention and, inversely, he is less im-

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pressed by smashing, big spreads and "stunts" than we are. I do not mean by this that big space must not be used, for it always should be when it is necessary in conveying your complete message. Big space used simply to overpower the reader by its splendor and bulk will turn him away in disgust.

The most successful export advertisements have been written in a simple, informative style—something akin to those advertisements in the back pages of old bound volumes of "Harpers." Such advertisements tell more of what the product will do than of how it is made; they do not claim more for the goods than they will accomplish; and there is no spirit of superiority or condescension in them.

Some men say that American advertisements can not be translated into Spanish, but I have found those who are so emphatic on this point have never had much experience in advertising. One might as well insist that the Rubaiyat lacks interest when done into English or that King James's translators failed to put over the idea of the Bible. Any good idea, well conceived in the first place, can be presented in another language with equal force. It depends on the translator and in this case he must be able to put American "pep" into Spanish "punch." One of the best advertising campaigns that was ever run in Latin America was the collaboration of an American ad writer, an American artist, and a Spanish salesman, and that campaign is still bringing big returns to the manufacturer for whom it was prepared.

In the matter of illustrations for Latin American advertising it is better not to show idealized tropical scenes. Our commercial artists seem to think that feather duster palm trees and antiquated bullfighters ought to be pictured in every advertisement. Your reader will know these illustrations are pure bunk and his fiery temperament may feel that you are patronizing him. If you have actual Latin American photographs of your goods use them by all means.

Pictures are the universal language, as well understood by the illiterate peon as by the Paris-educated aristocrat, and you can not use too many of them. Show big pictures of your product if you can and show it in different views. Humanize your product, just as you do in your domestic advertising, by showing people using it, working it, or wearing it. And if it is a wood, metal, or textile working machine, show some of the things it makes.

Advertising will accomplish two things for you in Latin America. It will help you to secure distributers or agents for your products and it will aid them in selling to the customer. The distributer is an all-important factor in any export campaign, but for the manufacturer who does not want the expense of sending a trained man to South America, there is no better means than by advertising in the several well-known export publications printed in this country for distribution abroad. The four or five leading publications in this field cover Latin America thoroughly, reaching the importer, the jobber, the dealer, the purchasing agent, and other big-volume buyers.

AMERICAN ADVERTISING VERSUS GERMAN PROPAGANDA.

These magazines are our sole commercial means of combating Germany's propaganda in Latin America. There has been considerable talk in New York recently about starting a United States propa- [illegible] is, as usual, accompanied by the advice that we must

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follow in Germany's footsteps. Americans know how to advertise better than any people on earth, but as propagandists we are mere infants. There the Prussian is past master. He knows how insiduously to undermine his competitors so as to promote his own products. Here is a single example. Before the war Germany gave very freely of her machine tools in the schools of Latin America and she accompanied them with a full course of lies to the pupils that no such machines were made in the United States. The truth of this matter is that those machines were copies of some of Cincinnati's finest lathes and drills, which had been imported into Germany and probably had been used to make the very machines that were sent to South America.

Germany charged those machines to advertising. So would an American, but he would never stoop to such low, underhand methods to influence sales—and that is where we shall fail if we attempt a propaganda. We are used to fair, square advertising that is not afraid of God's sunlight, but if we propagandize, German style, we shall have to take to sneaking through the dark and that is foreign to American ideals.

I spoke of the importance of the distributer in an export campaign. A good one will make a market by himself, but if you discover that you have a poor agent you can help him to a better business for you by the support you give him. Most of his sales will be to retailers and the Latin American dealer has not been overloaded with sales helps as has our own merchant trade. He will be very ready to use your store cards, posters, and circulars that the distributer will supply him, provided they are in suitable form. Of course, this printed matter must be in Portuguese or Spanish according to whether the market is in Brazil or in the Spanish-speaking territories. If your product sells to the general trade you must feature your trade-mark or something equally distinctive about the package or the goods.

Advertising in the local newspapers and magazines will be effective for goods that sell to the better classes. Brazil, Argentina, and Chile have a number of excellent newspapers and several magazines that give good returns to advertisers. As these reach the consumer only, and he has no facilities for importing, they can not be used to much advantage by the American manufacturer who has no distribution established. There are no such trade or technical papers in Latin America as we have in every industry in this country, so if an ultra technical argument must be made, it will have to be presented by letter or circular. Your distributer can help you in the selection of mediums, but when it comes to placing the advertisements it will pay you to use one of the American advertising agencies that specialize in such foreign business. Latin American rate cards are very elastic and these agencies know far better than most local merchants what the bedrock prices are.

Might I suggest to any manufacturer who has a hankering to see what there is for him in Latin America, that he use export advertising. It is an infallible trade scout. It will reach buyers you could approach in no other way. It will serve as an introduction should you eventually send salesmen south. But do not attempt it unless you can give it your own attention or that of some capable employee.

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When you advertise you invite correspondence and you are in duty bound to make a courteous reply to the letters you will receive. That top, left-hand drawer is the morgue of more good export business than many of the largest of us have on our books—all because the boss would not take the time to answer them.

VARIATION OF THE PROBLEM WITH THE MARKET.

PICTORIAL ADVERTISING IN ARABIA.[1]

An Aden importer of a well-known American lantern informs the consulate that the large, brightly colored pictorial posters sent out by the American company have been a remarkable aid to his business. He states that in some instances he has been able to persuade a retail dealer to purchase a trial order of lanterns by promising that he would furnish him one of these posters with the order. A well-known Paris merchant in Aden is deriving equal satisfaction and benefit from the large colored posters recently received with a shipment of American manufacturers. The posters attract inquirers and result in business that might go elsewhere. Inquiries made of other merchants have brought replies that are convincing as to the value of advertising of this nature among the natives of the Aden district.

The sale of almost any line of goods intended for this market would be greatly assisted by the use of pictorial posters. The posters or placards should be fairly large, with brightly-colored pictures showing prominently the article advertised, the name of the manufacturer and country of origin, and the brand or trade-mark. The picture must convey the idea usually expressed in the descriptive matter on the ordinary poster. The average native can not read English and European languages and the usual descriptive advertising is worth very little. The peculiar benefit of this pictorial advertising is that it strongly attracts the native and can be understood by him whatever may be his language or education. It is a method of popular advertising reaching all classes and is of great value in a district where few newspapers circulate and none are published.

ADVERTISING IN AUSTRALASIA.[2]

In Australasia, including Australia, New Zealand, and the island dependencies in the Pacific, there are about 6,000,000 whites. On account of the natural wealth of the countries and the high wages paid, especially in Australia, the purchasing power of the individual consumer is unusually high. This circumstance, together with the popularity of American merchandise and the curtailment of supplies from European countries, renders it easy for American manufacturers to increase and intensify distribution throughout Australasia. It must be remembered, however, that while New Zealand is a part of Australasia, it is not properly a part of Australia and the Dominion and the Commonwealth should be treated as separate territories.

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[1] Consul Addison E. Southard, Aden, in Commerce Reports for Feb. 1, 1917.
[2] Commercial Agent C. E. Bosworth, in Commerce Reports for Aug. 20, 1917.

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erican monthly magazines and weekly periodicals have very actory circulations throughout all Australasia. In fact, with etter classes American publications of this kind are more popuan those of any other country. It is regrettable that this overirculation from the United States is not put to better use by ican advertisers. From the standpoint of general publicity irculation of American magazines is nearly adequate. Supplery advertising to show where the advertised goods may be ased in Australasia is the principal need. The appreciation of tised American merchandise by the Australasian consumer is n that many communications are addressed direct to the adver-

Before a reply can be received nearly three months elapse; in se of inquirers in the more remote sections the time is from one o months more. Quite naturally many sales are lost, especially the goods are needed to satisfy immediate requirements. Adsing to show convenient sources of supply would also tremeny decrease substitution of the merchandise of other countries at of America.

DIFFICULTIES ENCOUNTERED IN AUSTRALIA.

stralia is well served with daily newspapers, weekly journals, monthly magazines. Excellent facilities also exist for poster ays along streets and railway lines, electric signs, pictureer screens, and the like, but the daily and weekly newspapers periodicals of more general nature will command most attention American advertisers. It is impossible, however, to plan a paign for Australia from the American office in anything more a general way, for there is no uniformity in typography, colwidths, or display spaces available. Moreover, American copy r from suitable for Australasian readers, and the usual Amerilisplay does not fit the Australasian temperament.

any American manufacturers are advertising successfully in ralia, but they allow their local service agent considerable lati- in the matter of editing or rewriting copy and altering display illustrations to fit Australian conditions. There have been some al failures of American advertising when the copy and display prepared in America and published in toto in Australia. The tralian service agencies work on a charge of 10 per cent to the rtiser, bills rendered monthly.

NEWSPAPERS THE FAVORED MEDIUM IN NEW ZEALAND.

here are not quite so many difficulties in New Zealand advertising, the requirements of the local reading public are so individual here, too, cooperation from a local service agency is necessary. he Dominion, newspapers undoubtedly dominate the advertising l, because the population is so scattered. New Zealanders are keen spaper readers, and more periodicals are published in the Domin- in proportion to the population than in any other part of the e.

When employing a service agency in New Zealand the cost is never ater to the advertiser than when placing the advertising direct,

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for New Zealand agencies are paid by commission from the publishers, and the line is very clearly drawn as to who shall and who shall not receive such commissions. There should be as little detail as possible in illustrations, because a poor quality of paper is used and the presswork is poor.

ADVERTISING METHODS IN EASTERN GREECE.[1]

Advertising, to be successful in this country, should be carried on with consideration of local customs, habits, and needs. For example, advertising except in the largest cities should be published in Greek, the language of the people. French advertising in Athens, Saloniki, and to a less degree in Patras is good business; elsewhere it would be intelligible to only a small percentage of the people. As there is much illiteracy in the country, text should be subordinated wherever possible to form, picture, or color.

Seven methods of advertising are in general use in eastern Greece to-day—newspapers, placards affixed to walls and posts, dodgers, cards, and posters in railway stations, advertisements on curtains in theaters, projections in motion-picture theaters thrown on screen between reels, and cards placed in railway carriages and street cars. The average Greek is an inveterate reader of newspapers, and whether at home or in café, club, or coffee shop reads every day five or six newspapers published in Greek, and, if he is able to understand them, two or three French dailies published in Athens.

Placards are used to a very large extent throughout the country, affixed to telephone and telegraph poles, and pasted to walls and dwellings, shops, etc. They are not permanent, as within a day or two something new is pasted over them, but they are very useful during their ephemeral existence.

ADVERTISING METHODS IN INDIA.[2]

The problem of suitably advertising articles of merchandise in India requires special attention and consideration of local conditions in order to reach likely purchasers out of a total population of over 315,000,000 people, only a small percentage of whom can read the English language, and perhaps not even 50 per cent of whom can read the native vernaculars.

Newspaper advertising, even though it reaches only a small proportion of the total population of India, is probably the best general medium for advertising such articles as are used by the most well-to-do and well-educated persons with a high standard of living. Although, in proportion to circulation, Indian newspaper rates for advertising are high as compared with the United States, nevertheless expenditure in such advertising, if kept up liberally and persistently, undoubtedly produces good results. If, through such advertising, a demand can be established for various articles by even a limited number of persons, but sufficient to cause leading dealers to keep them in stock, an important foothold is gained for a much wider business, which may come from a great number of other customers who may buy such articles when they see them displayed in shops.

[1] Vice-Consul George P. Waller, jr., Athens, in Commerce Reports for May 8, 1913.
[2] Trade Commissioner D. Baker, in Daily Commerce and Trade Reports for Oct. 9, 1913.

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ı they notice their use by other persons in whose judgment
e they have confidence.
ıtest statistics of newspapers in India show that there are 658
ıers and 1,902 periodicals published in this Empire. They are
ı the English, Tamil, Urdu, Gujarati, Marathi, and Bengali
s. A few trade papers are included among this number,
f which afford good mediums for reaching possible users of
y and engineering appliances.

ILLUSTRATIONS BECOMING POPULAR.

ıl advertising is undoubtedly of peculiar benefit in India, as
to people of many different languages and even those who
ıte. The advantage of this sort of advertising has lately
organization of several firms for the particular purpose of
ictures for use by advertisers. For popular advertising of
cheap articles, to reach all classes of people, there is no bet-
than to display pictures or trade-marks of the same, so
equently and constantly to be seen in even the most out-
places. Sometimes merely a letter or initial of a firm,
ade-mark and some simple picture, helps business better
t deal of descriptive advertising literature, which many
ıot read or understand.
ng the better-educated classes of India pictorial adver-
a reasonably interesting and artistic character, is of spe-
For instance, there seems much disposition to be at-
ɜference to important local associations, as the use of a
ıpliance in connection with any particular local work or
occasion, such as the Durbar at Delhi. An American
ich does an enormous business in India makes consider-
interesting illustration, showing the two greatest build-
orld, the Taj Mahal at Agra and the company's sky-
ı United States.

USE OF NOVELTIES.

ous advertising novelties much used in India may be
brellas, fans, mirrors, and paper weights. Several
India give immense numbers of cheap umbrellas
ar advertisements of their business. The natives re-
ımbrellas seem glad to get them gratis, and do not
rtisements on them, as they carry them over their
crowded streets. These advertising umbrellas are
l in southern India, where natives like to have pro-
r heads from strong sunlight, just as much as from
larly, cheap little fans given as advertisements are
lcome, even among natives of the more well-to-do
rrors are probably even more popular, as both sexes
articularly a frequent view of themselves.
novelty which a leading English soap firm has in-
rhich seems extremely popular, is a card scented
ısed in the soap sold by the firm, and with a picture
ıe particular flower from which this perfume is de-

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rived. These cards may be carried in the pocket, used as sachets, as bookmarks, etc. The natives of India are extremely fond of perfumes, and when they buy soap the merit of the article, in their opinion, is usually more in the scent than in the lathering qualities.

For advertising in business offices in India the paper weight is coming to be used to as important an extent as the calendar. The present use of powerful electric fans over almost every office desk makes it necessary to use a large number of paper weights to keep various important papers from blowing away, so that, of course, business people are very agreeable to the acceptance of attractive paper weights, which will be ever before their eyes while sitting at their desks. One American typewriter concern has given away hundreds of such paper weights, on one side of which is a mirror, the back being of porcelain, on which is inscribed the name of the typewriter, together with the motto, "To save time is to lengthen life."

ELECTRICAL EXPERIMENTS—RELIGIOUS PREJUDICES.

The use of electric signs at night, though small as yet in India, is increasing. Some leading shops in the larger cities are beginning to see the advantage of brilliantly illuminating their windows at night. At present very little attention is given to attractive show windows, chiefly because the excessive sunlight would cause fading of many articles so displayed. Moreover, people do not like to stand in the glaring sunlight gazing at the show windows. In Madras most of the leading shops have no show windows at all, and except for the signs it would hardly be noticeable that these shops are not private residences. However, by building some shading structure over the windows the disadvantages of the strong sun can be minimized. Moreover, in the evening well-lighted windows may always prove attractive. The largest department store in Bombay has recently experimented with electrical illumination for several good show windows and has found that it has attracted large numbers of people, who walk past the shop at night to see the display. This firm has decided that it will be good advertising policy to have just as many show windows as possible and all brilliantly lighted at night.

Firms which advertise in India should always be careful not to conflict with any religious belief or prejudice. In the case of food products or beverages it is wise to state, if such be the case, that they are manufactured by machinery and are untouched by hand, as otherwise the caste rules of the Brahmin population would forbid their use, for the religious belief of these people causes them to conclude that all articles are defiled if touched by the hands of people of other castes. Also, it is well to state that such food products contain no animal fat or other ingredient the use of which is forbidden by the Brahmin religion.

THE COST ELEMENT.

As cheapness is the chief consideration with most purchasers, advertisers in this country go into considerable detail as to the prices of their articles, and especially give notice of any bargain sales or cut in prices. More expensive articles suited to a limited trade are advantageously advertised by direct correspondence and catalogues.

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especially in the case of wealthy European planters and Indian princes. Private letters to such persons, written so as to indicate special interest in that particular person's importance, carry more weight than if written in a stereotyped or impersonal way.

INITIAL EXPENSE.

The introduction of goods into India by advertising often involves a very expensive initial outlay in order to secure results of any importance. The numerous population among which it is necessary to advertise in order to get at the comparatively small percentage which will buy the goods advertised naturally makes the expense so large as to seem discouraging. Nevertheless, advertising in India has one important advantage over that in most other countries, and that is that once a particular line of goods is sufficiently well introduced by advertising, so that the particular trade-mark or firm name is widely known, the goods thereafter may sell on their reputation, and expenditure for advertising can then be curtailed or even discontinued altogether without loss of trade, while any new competing articles can only secure a share of the market by lavish outlay for advertising. It is evident that most American goods which manufacturers have attempted to introduce into India have not been well enough advertised at the start. Many American manufacturers have assumed that, if they secured a reputable and well-known firm to represent them in India and keep their goods in stock, no more is necessary. Native firms in India make little or no effort to sell goods for which they have no demand. It is therefore necessary, by appropriate advertising, to create a market which will influence local dealers to greater interest in such goods, so that they will carry larger stocks, give larger orders, and try to sell them faster.

ADVERTISING METHODS IN CENTRAL AMERICA.[1]

One of the most difficult problems confronting American manufacturers and exporters of articles that are advertised extensively in the United States is to find an effective method of reaching possible customers in the countries of Central and South America. The apparent impossibility of attracting their attention by the means ordinarily effective in the United States and the difficulty of reaching a population of which a large proportion can not read or write make the problem a serious one and well worth study by business men who contemplate entering the foreign field, or who, having entered, are not making the desired progress.

CONDITIONS IN BRITISH HONDURAS.

British Honduras is, to a considerable extent, an exception, for a majority of the people in that country either speak or read the English language, and American advertising in its various forms has permeated the country. The people who speak Spanish exclusively are more or less susceptible to the influence of those who speak both

[1] Commercial Agent Garrard Harris, in Daily Commerce and Trade Reports for Jan. 5, 1914.

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Spanish and English and who have already been reached through the newspapers of Belize and by the use of posters, signs, and advertising novelties. Moreover, the population of British Honduras is not so hard to reach as that of other countries of Central America, for the interior is not so thickly settled, nor does the colony extend so far inland that the influence of Belize and the other coast settlements is lost.

PROBLEMS IN OTHER COUNTRIES.

In Honduras, Guatemala, Nicaragua, Salvador, Costa Rica, Panama, lower Mexico, and northern Colombia, however, the problem is a more perplexing one. A certain part of the urban population can be reached by newspaper advertising, as nearly every city and town of any consequence has some sort of a publication, but the circulation of these papers, in proportion to the population, does not approach that of American journals published in communities of the same size. This is accounted for by the considerable uneducated element who can not read or write, by the fact that others who can read and write are debarred by financial reasons from spending money for a newspaper, and by the indifference of those qualified to be patrons of the paper. Moreover, the people are not keenly interested in what is denominated "news" in the United States. Their interest in foreign events is comparatively small, and in local matters there is no great interest outside of politics and amusements. Of course, there are exceptions, and many of them, but in general the field of the newspapers and journals is small.

Probably not over 10 per cent of the population ever see a newspaper or a weekly journal; hence it is doubtful if advertising in them is productive of much business. As this form of publicity reaches only a certain class in the towns, the question arises how to reach the great mass of people in the country, who, after all, form the main reliance for a steady demand for merchandise.

The Republic of Guatemala, for example, has one great city, the capital, and several other cities of some consequence; but the population consists chiefly of Indians who live in rural districts and who can neither read nor write, yet all of whom at sometime or another trade somewhere and are possible customers. How are they to be impressed with the superiority, the necessity, or the desirability of a certain make of goods? As they can not read, ordinary advertising methods are not effective. Probably, if the article is one that a picture will illustrate, conveying the idea of its desirability and suggesting its use or its merits, and if the illustration is accompanied by a short and easily remembered catch phrase—the fewer words the better—satisfactory results can be best obtained by a campaign along these lines. The persistent use of such signs and pictures has in certain instances been found very effective. The catch phrase has excited curiosity; it has been read and explained to some of the natives, and they have communicated its significance to others, until in time a rather general knowledge of it reaches the population. According to merchants and business men in various parts of Central America, this method has been perhaps the most effective yet devised for advertising many articles, but it is slow.

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SOUVENIRS AND NOVELTIES.

Variations have been tried in the form of advertising novelties and souvenirs, but these, to be effective, must be in harmony with the fundamental idea of the campaign. That is to say, a certain picture or trade-mark must be adopted and a name or phrase selected, and these must be always kept in sight. It should be remembered that an appeal is being made to a primitive and simple people; the illustration should suggest the desirability of using an article, and possibly, where such an effort can be obtained without complicating the idea, it should also suggest the satisfaction to be derived from its use.

Enameled or durably painted signs, pictorial in their nature and embodying the foregoing suggestions, may be used with good effect along the highways and about gathering places in the towns and villages. The keynote idea as expressed in the signs must be linked with all the advertising matter, and it must be maintained in the distribution of such novelties as would be appreciated by a primitive people. Small mirrors, drinking cups, fans, or ornamental pictures may be used to advantage. It would be well to consider carefully the question of adaptability before deciding upon the form of novelty. For instance, shoehorns or button hooks as an advertising device would hardly appeal to a people who generally go barefoot or use homemade sandals or moccasins. On the other hand, a showy tin cup with advertising matter on the sides and possibly on the bottom, would be a daily and constant reminder and something that would be highly prized where the conveniences of life are few in number.

It is not my purpose to present a treatise on advertising generally, but merely to emphasize some of the broader aspects of the situation and to direct the attention of those contemplating the expenditure of money in advertising in Central and South America to some phases of the problem and the necessity of exercising great care, if good results are to be expected.

RESULTS ARE SLOW BUT PERMANENT.

It should be kept in mind that results will be slow, but a demand for an article, once established among these people is good for many years. This demand is largely one that rests upon and grows out of the recommendations of satisfied customers.

An article established in this field is not so likely to be dislodged or displaced by a competitor as it is in the United States. Protecting the established article, there is, first of all, the cost of a competitive advertising campaign; second, the natural conservation of the people and their reluctance to depart from an article that has won their confidence and esteem; and third, the time necessary to introduce new goods. The established article has every advantage and the cost of meeting competition against it is not comparable with the expense involved in exploiting a new article. Jobbers and retailers much prefer to handle an established article with its steady demand than to take chances on a rival brand or article. The permanency of results achieved by judicious advertising in these countries may, therefore, be considered greater than in the United States.

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ADVERTISING FOR INDIRECT BUSINESS.[1]

While it is true that London is one of the greatest purchasing centers in the world for India, China, Australia, South Africa, and other remote markets, it is pointed out by the local agents of American manufacturers that a large proportion of the purchases which are made in this city for these distant markets are executed under specific instructions from the foreign firms with respect to brands, quality, and character of goods. This emphasizes the importance of an active presentation of the merits of American manufacturers in foreign countries, through advertising, exhibits of samples, or by other methods, in order that American goods may be specified in the orders forwarded to the many so-called "indent houses," which handle a large proportion of the buying in London. Of course, where the "indent house" is permitted discretion as to the items of an order, there is a better chance that the local London representative of an American firm can execute a sale in competition with the manufacturers of other countries.

This will indicate the importance of a careful study by exporters of suitable advertising media in remote markets.

ADVERTISING IN CHINA.[2]

Generally speaking, judicious advertising produces the same effect on the Chinese as on the Western mind. There is, indeed, a tendency in China toward a quicker response to a concentrated, well-executed advertising campaign than in Western countries, probably because the Chinese habitually take notice of even the smallest fact that comes under their observation, think it over, and discuss it. Comparatively few Western firms have gone in for vigorous and well-organized publicity in China, chiefly because of the prevailing but erroneous notion that the Chinese are too illiterate to warrant the expenditure of even the smallest sums for advertising foreign goods in the native press, but there is an inviting field for manufacturers who are willing and able to introduce their products through the vernacular press and by other methods of advertising calculated to reach the masses. It is positively asserted by one American, who reaped a rich harvest of orders after a good publicity campaign, that with sufficient advertising anything at all within reason can in time be profitably introduced to the Chinese trade.

VERNACULAR NEWSPAPER PUBLICITY.

Excluding foreign newspapers, printed in English and circulating chiefly in the small community of foreigners here and consequently not of much service in reaching the native population, there are about 130 newspapers in China, printed in Chinese and published by Chinese concerns, that are suitable for advertisements.

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[1] Commercial Attaché A. H. Baldwin, London, in "Export Trade Suggestions," Miscellaneous Series No. 35, Bureau of Foreign and Domestic Commerce.

[2] From "Proprietary Medicine and Ointment Trade in China," by Thomas Sammons, consul general at Shanghai, Special Consular Reports No. 76, Bureau of Foreign and Domestic Commerce.

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A campaign in these 130 papers would practically cover the whole country, but it is not necessary, and in some cases not even advisable, to exploit the whole of China at once.

China can roughly be divided into four sections, each of which can be handled separately for publicity or distribution. The northern section, extending north of Kiangsu Province through the Province of Chihli into Manchuria, has about 40 of these native newspapers; the central section extending from Shanghai through the Yangtze Valley into Tibet, also has about 40; the southern section, extending from Hongkong up to the border of Burma, has about 30; and the Manchurian section, leading through Manchuria as far as Urga, in Mongolia, has 20.

Some Peking, Tientsin, Hankow, Shanghai, and Hongkong papers have circulations of upward of 25,000 copies, but the average circulation of the papers in interior towns and of the less important papers in the capital and in the treaty ports seldom exceeds 5,000 to 6,000 copies. However, these figures do not represent the actual number of readers, since, in the interior especially, newspapers go from hand to hand. In the larger cities there is a regular collection of distributed newspapers for subsequent resale in outlying towns.

PREPARATION OF COPY AND ELECTROTYPES.

Electrotypes can be made cheaper in China than abroad. Shanghai especially has printing plants where the finest kind of designing, printing, lithographing, engraving, and blockmaking is being done by efficient and capable Chinese experts who have the finest and the most modern machinery at their disposal. Designs should be used wherever possible and should be made by Chinese artists here so as to suit Chinese taste.

These drawings should always embody the trade-mark, or "chop" as it is called in China, and great care should be exercised to see that this design is never modified in the slightest degree. One firm lost almost a half-year's business by using a new label plate which printed the clouds in a landscape that the old worn-out plate had long failed to bring out. The firm experienced such difficulty in attempting to convince the trade that the label was the same and not that of a spurious article, that it was finally decided to have another new plate made which omitted the clouds that had caused the trouble.

It is quite unnecessary to have blocks made of the whole advertisement. While in all cases printed examples showing the type desired should be sent to the papers, it is sufficient to supply only the block for the illustration and to leave it to the papers to follow the type indicated or, what is still better, to supply woodcut characters for the specially large type. These characters are cut at very little expense by all printing works. As a rule, the papers follow the instructions with regard to setting very carefully, and voucher copies are handed in regularly at the end of every month with debit notes, thus facilitating the accurate keeping of an advertisement account.

The quality of the Chinese paper is so poor that none but first-class zinc plates or electros should be used for reproduction. Halftone blocks are out of the question.

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Newspapers in the vernacular are sold in the streets or sent to subscribers' houses, if desired. The best papers seldom cost more than 2 cents a copy sold in the street, or 40 cents per month delivered daily at the house.

Generally speaking, it is desirable to support newspaper publicity in China by as many other methods of publicity as circumstances warrant, according to the nature of each case and the desirability of obtaining certain and quick results, but it is possible to create a demand through newspaper advertising alone, provided, of course, that the campaign is judiciously planned, well carried out, and supplemented by efficient distribution.

It is essential to open every important newspaper campaign according to Chinese tastes and ideas. Once the product has been introduced and is well known there is no objection to following Western copy more closely, but the introductory copy should appeal forcibly to the Chinese taste. It is highly important to avoid too much exaggeration, as the average Chinese is phlegmatic and sensible.

TRANSLATIONS.

Although the spoken language is entirely different in various sections of China, there is but one written language for all China and this is understood throughout the country. This fact can not be too strongly emphasized, as the general impression among American manufacturers seems to be that differences in dialects constitute an insurmountable barrier to a widespread advertising campaign.

For translations none but the very best Chinese experts, who realize the importance of addressing the masses in a popular yet dignified style, should be employed. Failure to have translations prepared by trained men has frequently resulted in errors which caused the advertising house to be held up to ridicule, thus entirely defeating the purpose of the advertisement. The translation of patent-medicine literature, whether for labels, wrappers, circulars, or general advertising matter, can only be done efficiently by Chinese specialists trained in this kind of work, who know what to emphasize and what to avoid, under the supervision of foreigners who are thoroughly familiar with the requirements of each case.

BOOKLETS AND TESTIMONIALS.

If intelligent attention is given to the preparation of suitable booklets containing the necessary reading matter splendid results may be obtained through this medium.

There are several ways of organizing a booklet distribution in China, but house-to-house distribution, well organized and well controlled, still seems to be the best method. About 5,000,000 booklets are necessary to cover the principal centers in China.

The whole make-up and the printing of booklets, calendars, or other pictorial Chinese advertising matter should be done in China. Many otherwise cleverly conducted campaigns have failed through "home arrangements" of these all-important matters, despite the fact that this work can all be done here under the supervision of foreign and Chinese experts, usually at a considerably lower price.

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Testimonial advertising has met with success in China, as the Chinese as just as grateful as other human beings if they have obtained relief from a long-standing ailment, and many spontaneous letters of gratitude are received daily by leading patent-medicine firms here.

CALENDARS.

No form of advertising is more popular with the Chinese than an attractive calendar issued toward Chinese New Year (about the middle of February). The Chinese calendar takes the form of a scroll and is of considerable value for advertising purposes, since the Chinese are eager to have a pictorial calendar in their homes all year round for the purpose of discovering "lucky" or "unlucky" days for weddings, funerals, and other affairs. The calendar is usually displayed in a conspicuous place in the home all through the year, so there can be no doubt that this form of advertising is one of the best that can be devised. Calendar distribution requires a very large quantity of calendars, at an average price of not less than $0.12 Mexican ($0.06 U. S.) for a well-finished and attractive design, hence this form of publicity is fairly expensive, but most advertisers have lately gone in for it. The favorite design for calendars used to be an illustration of an old classic tale, but now the Chinese prefer a girl picture either in semi-Western or Chinese dress.

OTHER FORMS OF ADVERTISING.

Handbills are an inexpensive and effective method of reaching the masses, and as the Chinese seldom throw away anything, a thorough distribution of handbills is more to be expected in China than in Western countries.

The use of electric signs is constantly increasing not only in treaty ports but even in fairly remote interior towns, and some of the signs in Shanghai are quite as imposing and attractive as any seen in Western countries. Space for window displays and signboards can easily be arranged for, and trained demonstrators can also be engaged to explain the merits of medicines while distributing small samples to those interested.

In almost all the treaty ports and in many inland towns motion pictures are rapidly becoming a very popular form of entertainment and attract large crowds of the better classes. Slides advertising various articles are often displayed, and occasionally enterprising manufacturers have had films displayed illustrating processes of manufacture and methods of using products. Such films are highly educational and only too rarely seen.

A very popular form of advertising, limited at present to a few seaports such as Tientsin, Shanghai, and Hongkong, is the display of posters in street cars. Billposting is another favorite method of advertising in China, but results are uncertain unless it is carried out on a very large scale, in which case it will, of course, be expensive. For publicity of this sort it is necessary to have a large, well-designed poster in attractive colors, a billposting staff, and rented rights for wall or boarding space.

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CHAPTER VIII.

EXPORT COMBINATIONS.

INTRODUCTION.

American exporters advocate combinations for export trade as necessary to meet the conditions arising out of the buying combinations abroad and for the conservation of our resources, as necessary to meet the competition of selling combinations in the world's markets, and as a form of organization which produces economies in production and distribution.

The advantages of cooperation in export trade would permit a closer approximation to standardization of products and result in greater economies of production. With standardization a more uniform excellence in the quality of the goods could be guaranteed, which would enhance the value of American goods abroad.

Cooperative organization would allow the distribution of the orders to those mills best adjusted to do the work and eliminate the waste of capacity and labor required to make new adjustments, and would make possible in selected factories the adjustment necessary to turn out special products demanded in foreign markets. Under present conditions the distribution of these special orders among many producers makes an adjustment of machinery unprofitable and lessens the total output.

It would make possible specialization and thus lessen the cost of superintendency and labor per unit of product.

It could keep those factories and their labor fully employed where the domestic demands were lightest. It would conserve transportation, as the orders could be distributed to those factories which transportation conditions made expedient.

The organization of combinations for foreign sales would eliminate duplication of selling organizations, warehouses, branch offices, and advertising, and would free American capital and labor for other services. Organization would also reduce the duplication of forwarding service and afford economies in shipping. It would permit maintenance of highly organized export service at minimum cost to participants, employment of American advantages in advertising, technical demonstration, and "follow-up" methods.

It would permit improved credit information and financing of foreign sales, more advantageous traffic contracts through greater

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and regular tonnage, superior facilities for customs brokerage, warehousing, etc.

It would permit the assumption, by the cooperative organization, of credit extension which manufacturers dependent upon a quick turnover of capital are unable to provide.

It would permit the survival of initial losses, fatal to an individual company, which are sometimes incurred before American goods gain a foothold.

Since the enactment of the Webb-Pomerene bill legalizing the formation of export combinations, 52 such associations have applied to the Federal Trade Commission for charters. These include exporters of raw or semimanufactured materials, exporters of competitive manufactured goods, exporters of allied but noncompetitive lines, and export middlemen. The problems for each association are governed by conditions in that industry which they represent. The excerpts suggest some of the possible methods of forming such associations, as well as the necessity for them.

COMBINATIONS NECESSARY TO MEET FOREIGN COMPETITION.

REPORT OF FEDERAL TRADE COMMISSION.[1]

In seeking business abroad American manufacturers and producers must meet aggressive competition from powerful foreign combinations, often international in character. In Germany, Italy, Switzerland, Holland, Sweden, Belgium, Japan, and certain other countries where policies concerning industrial combinations are quite diverse from those of the United States, business men are much freer to cooperate and combine than in this country. They have developed numerous comprehensive combinations, sometimes aided by their Governments, which effectually unite their activities both in domestic and foreign trade. In England and Austria-Hungary, though freedom to combine is considerably abridged under the law, important combinations have also been formed.

In Germany prior to the war there were 600 important cartels, that is, combinations to control the market, embracing practically every industry in the Empire. Many dominated the export trade of their industries and carried on vigorous campaigns to extend their foreign business, to prevent competition among German producers in foreign markets, and to secure profitable prices. Thus the German dye-color industry operated as a unit in foreign trade under the leadership of two great groups of allied producers, the Badische group and the Hochst-Cassella, which were working under a 50-year agreement to avoid competition between themselves. The manufacture and exportation of electrical equipment has been made one of the bulwarks of German foreign trade by two great companies, the Allgemeine Elektricitats Gesellschaft and the Siemens-Schuckert, working in harmony with each other, with numerous subsidiaries at

[1] "Cooperation in American Export Trade," Federal Trade Commission.

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home and abroad. Half of the $150,000,000 worth of coal and coke exported annually was sold by one central selling agency, maintained by the great Rheinisch-Westfalische coal syndicate, of which some of the Prussian Government mines are members, and which controlled the bulk of all the coal and coke produced in the Empire. Practically all the rapidly increasing iron and steel export business was handled, respectively, by the single selling agencies of the Roheisen-Verband and the Stahlwerks-Verband, the aggressive and closely connected unions of German iron and steel manufacturers. The coal and iron and steel combinations have fostered foreign business through export bounties and other means.

In France and Belgium syndicates of iron and steel, glass, and other industries were strong factors in domestic and foreign trade. Silk-ribbon manufacturers of France and Germany conducted their export trade in accordance with a joint agreement. In Italy, Russia, Austria-Hungary, Switzerland, Sweden, Greece, Argentina, Chile, and Ecuador, central organizations unite the interests of producers in the industries characteristic of those countries, such as coal, iron and steel, agricultural machinery, oil, sulphur, superphosphates, cement, matches, chocolate, embroidery, silk goods, watches, cotton goods, condensed milk, canned fish, currants, quebracho, iodine, cacao, etc.

In Japan an export organization of textile manufacturers is rapidly obtaining the extensive cotton-goods trade of North China. The trade in tea is controlled by a nation-wide "tea council." One great Japanese firm, which in itself combines manufacturing, mining, shipping, and merchandising enterprises, is rapidly extending Japanese trade in all lines throughout the Far East, and the Japanese Government is directly assisting the development of shipping, banking, and trading for foreign business.

The long-established trade in British products in many markets of the world, due to their pioneer position, the excellent representation afforded by British export houses, and the advantages of British shipping and banking facilities, have enabled their manufacturers to hold their foreign markets in many lines without such a large degree of combination as characterizes German industry. But in various important industries combinations have grown up. Thus, most of the great coal export business is done by powerful organizations, combining mine operators, marketing companies, coal shipping lines, and foreign distributing companies. This gives British coal its grip on the important South American market. British cement manufacturers are united in a strong and successful union for the extension of their over-seas trade. Recently a number of large British manufacturers of machinery of all sorts have formed the Representation for British Manufacturers (Ltd.), an organization to handle their business in certain important foreign markets and to carry on an aggressive campaign for its extension. Similar organizations for foreign trade are in process of formation among other British manufacturers. In the electrical, cotton textile, pottery, tobacco, wall paper, iron and steel, and various other industries strong associations and combinations are important factors in foreign and domestic business.

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HOW FOREIGN COMBINATIONS AFFECT AMERICAN EXPORT TRADE.

It is against such organizations as these, uniting powerful groups of foreign concerns, backed by great banks, aided by railway and ship lines, and assisted by foreign Governments, that hundreds of comparatively small American manufacturers and producers must compete if they engage in export trade. Moreover, in some industries such smaller manufacturers must also compete abroad with great American companies having most efficient world-wide selling organizations.

In various manufacturing industries higher manufacturing costs and comparative inexperience in export trade make it extremely difficult at best for Americans to compete with foreigners for trade abroad. Therefore, meeting severe competition from powerful foreign combinations, and through dependence on foreign cables, telegraphs, banks, and ships forced to risk exposure of the secrets of their overseas business to their foreign competitors and to risk effective discrimination against their trade, American manufacturers and especially the smaller producers, are frequently at a decisive disadvantage in export trade.

In various markets American manufacturers and producers must deal with highly effective combinations of foreign buyers. Thus exporters of lumber find such combinations in Australia and on the continent of Europe. Cottonseed products are handled by combinations of buyers in Holland, Denmark, and Germany; and Austrian cotton-textile manufacturers have a buying combination to import their raw cotton. The Cooperative Wholesale Society (Ltd.), an astonishingly comprehensive wholesale buying organization maintained by 1,400 cooperative societies in Great Britain, has one buyer in New York who annually purchases millions of dollars' worth of American products. Four London firms, known as the Fixing Board, daily set the price of silver for the world, and American mining companies must sell their silver for either the English or the great Indian market to one of these four houses. For years the copper trade of the world has been ruled by a vast German metal-buying organization centering in the Metalbank und Metallurgische Gesellschaft A. G., of Frankfort on the Main. This combination has subsidiary and affiliated companies in Germany, England, France, Spain, Switzerland, Belgium, Africa, and Australia, controls copper and lead mines and smelters in the United States, Mexico, and other countries, and works in agreement with other German metal-buying concerns.

These combinations naturally make individual American producers bid against each other, and are thus able to buy at comparatively low prices. According to the president of one of the largest American copper companies, the German metal-buying combination, by such tactics as these and by the manipulation of the foreign future markets, has bought millions of tons of American copper at prices averaging, over a series of years, nearly a cent a pound below the prices paid by American consumers.

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EXPORTATION OF NATURAL RESOURCES.

A considerable part of the export trade of the United States consists of raw or semifinished materials obtained from natural resources of limited supply. It is urged by many that if cooperation among exporters of such materials is established it will tend to increase the price received for such exports and enable the producers to reduce the wastes of production not only to the profit of the industries concerned, but also to the advantage of the public through retarding the depletion of the supply. They point out that other countries have taken measures, in connection with cooperation among producers, to increase the prices received for the products of such natural resources in the export trade and also to conserve the supply. For example, the German Government has enacted a law which fixes the quantities of potash sold both in export and domestic trade, and forbids the sale for export at prices below those fixed for the domestic market. The Government potash mines are members of the producers' syndicate.

COOPERATION NEEDED IN AMERICAN EXPORT TRADE.

If Americans are to enter the markets of the world on more nearly equal terms with their organized competitors and their organized customers, and if small American producers and manufacturers are to engage in export trade on profitable terms, they must be free to unite their efforts.

Without any export organization foodstuffs and raw materials can readily be sold at some price, but to avoid needless expense in distribution, to meet formidable foreign buying organizations, and to insure profitable export prices, cooperation among American producers of such commodities is desirable.

In the sale of factory products cooperation is even more desirable. Such goods must be advertised, demonstrated, and a market created abroad, often in the face of the keenest competition from great combinations of foreign manufacturers. Obviously only strong organizations can undertake this contest. If groups of American manufacturers and producers, either of competing or noncompeting goods, can combine their efforts they can share the cost of developing new markets, establish themselves firmly, extend credit more readily to foreign customers, and compete more successfully with foreign syndicates and cartels.

This cooperation among manufacturers and producers, it should be emphasized, while it will result in many lines in the system of direct representation abroad, will by no means supplant the export commission houses and export merchants. The experience of England and Germany, where a very high proportion of over-seas trade is carried on by these houses, indicates their great value as an aid not only to independents but to combinations in international commerce.

It is not the view of the Commission that cooperation alone will insure successful entry in foreign markets. Shipping facilities, agencies for financial transactions, all under American control, and training for the production and sale of goods in foreign commerce are the [illegible] requisites. But with these provided, export cooperation

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decidedly advantageous; and it is to export cooperation as within the jurisdiction of the Commission that its recom-ons are confined, the other primary elements of foreign-trade ing either already before Congress or within the sphere of ministrative departments.

COMBINATIONS IN GERMAN INDUSTRIES.

ial combination has developed more extensively in Ger-n in any other country. The distinctive form of combina-een the cartel.

omewhat indefinite in meaning, a cartel may be described ination to control the market. A German writer speaks is "associations, founded by contract for certain periods of ndependent enterprises belonging to kindred branches of r of branches of industry with nearly identical interests, ual members of the association retaining their independ-ining for the purpose of regulating production and sales o common points of view and in the common interest." "trust," usually, though not always, implies merger. s have made a considerable approach to merger, but the el" is apparently not applied to any organization where is complete. Moreover, all cartels appear to be limited members can at some future date recover their complete e if they choose. In the typical American trust, on the ll final authority is centralized in a single organization, hority is permanent; the trust is actually or practically oration. A few great organizations similar in type to trust exist and flourish in Germany, but they are not

lopment began with the industrial and financial crisis seventies of the last century, although a few scattered before that time. In the Reichstag session of Novem-r. Pachnicke indicated the growth of German cartels, 79, 14 cartels; 1885, 85; 1890, 210; 1902, more than 400. o the official report of the investigation (enquête) of els made by the German imperial department of the 3–4 there existed 385 cartels at that time in Germany, tributed among the different industries as follows:

	Cartels.		Cartels.
----------	19	Glass	10
----------	62	Bricks	132
iron)	11	Stones and earths	27
----------	46	Clay	4
----------	31	Foodstuffs	17
----------	6	Electrical	2
----------	5	Others	7
----------	6		

tels comprised about 12,000 plants, not including the ards. With regard to extent, size, and output capac-nd chemical industries ranked first.

man cartel expert, Dr. Tschierschky, editor of the au, estimated the number of German cartels at from

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The number of cartels in any country gives only the most general indication of the degree to which competition is restricted. A single cartel in an industry may mark the highest degree of concentrated control. On the other hand, in a local industry like bricks, a large number of local cartels may control each its local market. The importance of cartels in general, or in any particular industry, is not shown by their number.

The large German banks have played a potent part in the development of cartels and combinations, particularly in the mining, the iron and steel, the electrical, the potash, and the chemical industries. The four great Berlin banks, viz, the Deutsche Bank, the Dresdener Bank, the Darmstadter Bank, and the Disconto-Gesellschaft, dominate the German banking world. Until recently there was a fifth, the A. Schaaffhausen'scher Bankverein, now absorbed by the Disconto. The A. Schaaffhausen'scher Bankverein was formerly particularly active in organizing cartels, and maintained a special organization, the "Syndikatskontor d. A. Schaaffhausen'schen Bankvereins G. m. b. H.," to act as selling agency and clearing house for industrial combines. With their extensive system of directors among industrials and with their participation in financing such enterprises, the great banks have been able strongly to influence German industry, and they have used this influence to eliminate competition and to encourage concentration.

Thus the German electrical industry, a debtor industry, has been dependent at all times upon the cooperation of banks in its development and concentration. The widely ramified organization of investing, operating, and subsidiary companies of all kinds within the two groups that dominate the German electrical industry has been developed and prompted largely by banks interested in the various companies and backing these two great groups. In the metal trade the Metallgesellschaft, of Frankfort on the Main, in which the Merton interests are centered, has built up and controls its world-wide business enterprises through a number of financial institutions, banks, or holding companies in different countries. These have been organized for the special purpose of obtaining outside and foreign capital for investment in new mining and similar enterprises and to maintain control over them through majority stock ownership. The potash industry offers another good example of the potent influence of banks in fostering combination.

KINDS OF CARTELS.

The German cartels may be divided for practical purposes into the following three classes: (1) Agreements covering selling terms, so-called "Konditionen" cartels; (2) price cartels; (3) selling cartels or syndicates.

Selling-terms cartels.—The selling-terms cartels represent the lowest form of cartel organization. Their purpose is chiefly to establish a uniform regulation of terms of payment, of samples, and of other conditions of sale. Cartels of this kind have been organized into the silk, umbrella-goods, and worsted-spinning industries, and in various branches of cotton-cloth and woolen-cloth weaving.

Price cartels.—Under this head may be grouped all cartels that under[illegible] influence prices without centralizing sales or purchases.

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most numerous class, and they are divisible into several according to their methods. Some fix prices directly; aximum output and allot a quota to each member; some territory, allotting to each member an area in which no r is allowed to sell; some allot to each member the pro- ertain lines of goods.

or selling cartels.—The syndicates or selling cartels are hly developed type of cartel, with the most rigid and rganization. The leading feature is the central selling ich the entire selling business of the syndicate is united. ess of production is left to the syndicate members, and hey are frequently subject to considerable control.

of the combine as selling agent.—This system was e Upper Silesian Rolling Mills in 1887, the sale of their being negotiated for a certain period by the Vereinigte rahutte, the largest member of the combine. Such an ppears, as a rule, only where one company exercises influence and reserves the selling agency for itself.

e house or bank as selling agent.—More commonly the is an outside firm; for instance, a large mercantile Thus the Silesian and west German cellulose com- erman soda manufacturers' combine made mercantile lling agents. A large Dresden bank serves as selling Saxon cellulose combine. The banking house of Del- o., Berlin, was in 1888 made the selling agency of ire-nail manufacturers' combine.

llections the selling agency deducts a uniform amount and commission. Sometimes the function of solicit- uting orders is separate from that of collecting pay- middle German salt works' combine the collections o association bankers. In addition, a committee of ercises control over the selling agency.

ruse as selling agent.—Frequently the selling agency in a counting house or office. The management may ommittee of members elected for that purpose, as in (Kali) cartel or the Brunn brickyards, or special mployed by the combine for this purpose; e. g., in dle German rolling-mill combine two directors and the supervision of the chairman of the combine. agencies of this kind exist; for instance, in connec- uth German cellulose combine, upper Silesian and Portland cement cartels, etc.

ted-liability company as selling agent.—The selling onsist of a company, formed by the members of the sessing the rights of a legal person according to ode. The company is only the organ of the com- othing but soliciting and distributing orders, and purpose of giving to the selling agency the char- rson. The form of organization usually chosen is gesellschaft (stock company), the Gesellschaft mit tung (limited-liability company), or the Kom- (commandite company; limited partnership). haft approximates in legal character the ordinary

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American corporation. The Gesellschaft mit beschrankter Haftung is also a corporation, a legal person, with the peculiarity that its stock can not be sold or transferred without the consent of the shareholders to anyone who is not already a shareholder. The Kommanditgesellschaft is a limited or special partnership, with some partners fully liable for its debts and others liable only for fixed sums.

Cartels as selling agents in export trade.—Most of the important cartels engage in export trade, and their organization has been developed with this function definitely in view. This is particularly true of such cartels as the Stahlwerksverband, in which a single selling agency for the members is one of the features of the combination. This permits united action for foreign business, the financing of long advertising and development campaigns in foreign markets, the employment of expert demonstrators and salesmen, and the maintenance of an extensive organization in foreign markets. The close connection of such cartels with the great banks having foreign branches and subsidiaries facilitates the securing of valuable information concerning customers, business conditions, etc., and enables the central selling agency to carry the foreign credits granted.

Many cartels have fixed prices for export to particular markets. Thus in 1913 the enamel-ware combination had a most highly detailed uniform export-price agreement, entitled "World Price List" (Welttarif), which made a book of some 300 pages, profusely illustrated, so that each manufacturer understood clearly the prices listed for different articles.

In other cases special export cartels and selling agencies are maintained to promote and extend export trade. Thus, the pump manufacturers exporting to Turkey organized a selling cartel which handled all their business in that market. Similarly, before the war the "Selling Agency for the Export of Enameled Ware to China," located at Berlin, was maintained by the "Verband europäischer Emaillierwerke." Largely as a result of the activities of this export selling agency, the exports of enameled ware from Germany to China increased from 2,205 quintals in 1912 to 6,758 quintals in 1913. The syndicate later established an additional central selling agency to handle its total export business, and was said to be planning separate agencies for individual export districts.

Further examples of the numerous German syndicates that have centralized their export business in this way are the Export Syndicate for Sheet-iron, Cologne; the Export Cartel for Railway Rolling Material; the Spirits Syndicate; and the German Ammonium Syndicate, Bochum.

Cooperation among noncompetitors.—In numerous instances groups of manufacturers of noncompeting but kindred products have been formed for the better extension of foreign trade. The most striking examples of these combinations are those which are alleged to have operated in China prior to the war. In that market it would be difficult for a single firm manufacturing machinery, railway supplies, etc., to represent itself. British authorities state that to remedy this difficulty, combinations of complementary German concerns were formed. They say that one such organization embraced 47 engineering firms, besides Krupp & Co., two shipping houses, one marine

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insurance company, one life insurance company, and one fire and building insurance firm; that it had branches with one or more Chinese-speaking Germans in charge at Shanghai, Canton, Tientsin, Hankow, Yunanfu, Peking, Hongkong, Chengtu, Wuhu, Tsingtao, Tsinanfu, Mukden, and other places, besides 14 other offices in China where Chinese staffs were maintained; that in several provinces only men who could speak the language and who understood the local customs, manners, and usages were used; that in addition to the regular staff a number of Chinese merchants were employed as compradores; and that the organization kept in close touch with the local Chinese officials.

While the American and British competitors were endeavoring to sell their products individually the Germans began by saving the Chinese trouble. Thus, if there was a mining venture to be exploited the representative of the allied German manufacturers would go to the local governors or parties interested and offer to take the whole job, i. e., to sink the shafts, develop the mines, put in all the equipment required, build any railways or boat lines needed, erect power plants and equip them, put up workmen's dwellings, and would finance the undertaking, if necessary. The Chinese did not have the trouble of contracting for each part of the installation separately. All they had to do was to take their share of the profits.

With these organizations, which were "self-contained," the Germans could sell a Chinaman a 5-cent handsaw, or they could develop a Province all within their own circle. British observers state that in their opinion such organizations were one of the chief reasons for the rapid extension of German trade in China, and this is emphasized by the fact that recently British manufacturers have been forming similar organizations of allied and complementary, but not competing, firms for the development of their trade in the Orient.

COMBINATIONS OF FOREIGN BUYERS.

The American manufacturer in his export trade encounters numerous combinations of foreign buyers. Of the various ones which have been brought to the Commission's attention, two classes have been selected for description—the cooperative wholesale societies of Great Britain, and the metal-buying combinations of England and Germany. The Commission has information regarding buying combinations in many other countries, and in various lines, such as the combinations of lumber wholesalers in Australia, the combination which before the war existed among the lumber buyers in the region of the lower Rhine, that of the Swiss manufacturers who use tin plate, that of the importers of hominy feed, of phosphates and cottonseed products in Germany, of cotton manufacturers in Austria, and many others.

BUYING COMBINATIONS IN THE METAL MARKET.

Before the war the control of the world's metal market was in the hands of a group of German metal traders, who were primarily engaged in buying metal, or in acting as selling agents for producers, and in selling it to European and Asiatic consumers. From the standpoint of the American metal producers they are to be regarded

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primarily in the light of buyers, although in a broader sense they might well be defined as traders, since they both buy and sell. The description of their activities here given is from the American point of view. In a general way, it may be said that in Germany is centered the control over many of the largest producers of metals, while the London Metal Exchange and silver "fixing board" exercise and control the price-fixing power to such a degree that London has become the international market for almost all metals, and that London metal quotations set the standard for the metal business the world over.

With regard to the fixing of prices in the metal market the national and international metal cartels and syndicates are of primary importance. The metal trade is notable for the extraordinary degree in which it has been concentrated in the leading metal-producing and metal-consuming countries of the world. A comparatively small number of firms control this trade the world over, and most of them are more or less closely interrelated. These combines fix the price and regulate the production of the metals and metal products controlled by them in their respective territories, and thus indirectly have an important bearing on the price question as it affects the metal market. The part played by the banks in the control of the metal business is largely responsible for the internationalization of the metal trade. Through syndicate agreements, price cartels, and interlocking directorates certain banks of England, Germany, Holland, Switzerland, and Belgium have managed to secure control over the largest metal plants and metal-selling agencies of the world.

Another interesting feature of the metal combines consists in the fact that a number of large and important industries are dependent upon the metal trade for their supply of raw materials. Among these the electrical and the chemical industries rank foremost. Almost half of the total copper production is used for electrical purposes.

THE FINDINGS OF FACT.

Foreign combinations that affect American export trade.—In most great foreign nations combinations of producers and dealers are more prevalent than in the United States, where the Government has sought to safeguard the interests of the public by prohibiting combinations in restraint of trade. In Germany combinations of manufacturers and distributers are the rule. Cartels, syndicates, interlocking relationships, and price agreements are found in a large proportion of the industries. In France similar combinations have been organized in many industries. In England amalgamations and combinations of competitors are of frequent occurrence, although not nearly so common as in Germany. In Belgium and in Austria-Hungary before the war the entire industrial system, as in Germany, was organized in cartels, comptoirs, syndicates, price agreements, etc. In Italy, Switzerland, Holland, Sweden, Russia, and Japan similar conditions exist to a less degree. In all these countries, notwithstanding great differences of law, legal obstacles to the formation of combinations are either absent or much fewer than in the United States. In Germany, for example, the law places practically no obstacle in the way of such combinations; in Austria-Hungary they are invalid, but not prohibi[illegible] in France if they alter the natural course of prices

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they are prohibited. In the great majority of the countries mentioned above the right to form business combinations is comparatively unrestricted, although there are other countries, especially the English self-governing colonies, which have very much the same legal policy as the United States. These countries, however, are but minor competitors of this country in its export trade. In Germany, Italy, Japan, and some other countries combinations have even been encouraged by the governments, and sometimes government enterprises have been members of the combinations.

The greater part of American export trade has been with European nations. When American manufacturers and producers are exporting to any of these countries they must meet powerful combinations of producers and dealers there. Some of these combinations are international and own or control, among others, American producing companies. They now have in this country oil wells, coal and metal mines, smelters, refineries, and mills. This makes it more difficult to compete with them in the European markets. In other cases American manufacturers and producers must deal with combinations among the European buyers of their products. In a few American industries, such as petroleum, steel, and farm machinery, powerful single organizations are equipped to meet foreign combinations on substantially equal terms. But even in these industries, as well as in those where no single concern towers above its fellows, there are numerous small and moderate-sized producers who act separately in conducting their export business. It thus results from the conditions of the organization of industry abroad and at home that in the great foreign commercial countries American companies must often compete separately against combinations of foreign producers and must often sell separately to combinations of foreign buyers.

This condition is repeated when American and foreign manufacturers compete in the markets of countries alien to both, as when American manufacturers compete with German or English in South America. Here, again, individual American exporters must encounter the united opposition of foreign manufacturers in many important lines of trade. In fact, special cartels and syndicates are often formed in European countries expressly for export business. The combinations can afford long and costly campaigns to gain foreign markets, and they can grant favorable terms to purchasers. Moreover, the chief foreign trading nations not only have a distinct advantage over the United States in ocean shipping under their own flags, better foreign-trade banking and credit organizations, and greater investments in less developed parts of the world, but also it is their policy to unite these various interests with their industrial combinations into most effective organizations for the vigorous promotion of export business.

These are the salient facts concerning the character and prevalence of cooperation and combination among foreign manufacturers, producers, and dealers. Foreign concerns cooperate in both home and export trade to a greater extent than American concerns do. The advantage and necessity of preventing such combinations in the American domestic trade is fully recognized by the Commission, but the export trade presents, in its opinion, a different problem.

The need of cooperation in American export trade.—It is apparent from this statement of the character of the business organization

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which Americans must compete against in foreign markets that this country's organization for export trade must be strengthened if its manufacturers and producers are to compete on more nearly equal terms in the commerce of the world. Obviously, most of the individual American exporters, handicapped by dependence upon foreign shipping and foreign financial institutions, and forced single handed to oppose united foreign competitors, are at a material disadvatage. In international trade the competitive conditions have been largely in favor of the foreign concerns, particularly when opposed to the smaller American exporters. Cooperation solely for export business will go far to permit the development of stronger American organizations, and may be particularly advantageous to smaller concerns. The need of such concerted action is clearer when the character of the export trade of the United States is understood. Under normal conditions about two-thirds of its exports have been foodstuffs and materials for use in manufacturing—such commodities as grain, flour, meats, cotton, copper, oil, coal, etc.; and one-third of its exports have been manufactured articles ready for use, such as machinery of all kinds, electrical goods, automobiles, boots and shoes, wearing apparel, cloths, medicines, drugs, paints, varnishes, etc.

The marketing of these two broad classes of products in foreign trade present very different problems. Many foodstuffs and materials for manufacture, such as grain, copper, cotton, etc., will sell themselves at some price, usually at a price broadly established in competitive world markets. Developing export business in these commodities is comparatively simple. There is often no need of creating a demand. With this class of goods the problem is partly one of obtaining a more efficient system of selling, and partly one of protecting our producers against combinations of foreign buyers. At present, one of the most practicable means for obtaining these results is cooperation among American producers.

In the case of finished manufactured articles, the problem is generally more difficult. In these factory products, both staple and special, the manufacturer must often create the demand for his particular goods. While it is not to be forgotten that cheapness and quality of product are necessary, organization for selling is also essential.

To the producer of specialties, however, cooperation in export trade does not offer such great advantages as to the producer of staples. Absence of standardization is in the way of its effective working and the field of foreign markets is far more open and free to specialties than to staples. In some lines American concerns making specialties have established their products in a world-wide way and are ahead of competitors from other countries. While, therefore, producers of specialties have to create their own market, many of them feel that they can do this to better advantage individually. Some of those who have not yet established themselves in all their markets, or who are but beginning their campaigns, favor cooperation, but what they wish is cooperation with manufacturers of allied lines rather than with competitors.

To the producer of staples, the foreign manufacturer or combination making the same line offers the most determined competition. To establish the American goods requires strong, practical selling camp[illegible]nly must the customer be persuaded to prefer

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the American manufacture, but the sales must often be supplemented by the establishment of local warehouses that will insure a prompt supply, and the customer must be given ample assurance that he can continue to get the same goods year after year. Moreover, this demand must be created in distant countries. In face of determined and skillful opposition from competing foreign manufacturers united in powerful combinations, this is a most difficult undertaking.

It is among American manufacturers of staples, therefore, particularly the smaller concerns, that cooperation for export business is especially needed. It will permit them to create organizations which can compete on more nearly equal terms with the organizations of their foreign rivals. They can afford, then, to advertise, to study foreign demands and customs, to make demonstrations, to open branches, warehouses, and stores abroad, to collect credit information and to extend credit, to employ skilled salesmen familiar with foreign markets, and to maintain a direct representation of their own which will be firmly established and effective in the markets to be covered. The expense of such promotion will not be excessive when shared by a number of participants.

In many lines of manufacture the export commission houses and the export merchants are undoubtedly the best agencies by which goods can be placed in foreign markets. These firms have played a great part in the development of American trade in manufactured goods, and their function and their value in this respect should not be forgotten nor underrated. But to many of the demands of international trade in such goods they are inadequate. Frequently such articles require highly specialized technical training on the part of salesmen. In other cases long and expensive introductory work must be done to create a market. Export commission firms and export merchants are far less disposed to spend money and energy in such work than are the manufacturers whose continued prosperity depends upon the creation of markets for their goods. The commission house and the export merchant handle dozens of different lines of manufactures. Their profits come from the total business, and it is the total with which they are chiefly concerned. But the manufacturer is interested in a single line of products. He concentrates his effort on the creation of business for that line, and he is much more resolute in the matter than any intermediary who has no capital invested in manufacturing plants and equipment.

In domestic business, competition, independence, and the play of individual forces is the settled policy of this country. The law requires that this shall be the condition of business here. Abroad, the legal conditions are different. In many countries combination is permitted and in some is even encouraged. What is equality of opportunity for manufacturers within this country, therefore, becomes inequality and disadvantage for them when they undertake to export to other countries.

COLLECTIVE SELLING IN INDUSTRIAL RECONSTRUCTION OF FRANCE.[1]

The American manufacturer who looks forward to selling articles needed for the reconstruction of the destroyed industries of France should prepare for a revolutionary change in French methods

[1] Commercial Attaché Pierce C. Williams, Paris, in Commerce Reports, Aug. 27, 1918.

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of purchasing when the war ends. Instead of selling to thousands of individual buyers the materials each will need to rebuild his destroyed or damaged factory, the American manufacturer will deal with a small number of central purchasing agencies, representing groups of French manufacturers engaged in the same or related industries and assisted by the credit of the French Government. Unless, therefore, the American manufacturer prepares for cooperative selling he may be under a serious handicap as far as furnishing industrial assistance to France after the war is concerned. Scattered American selling efforts will not be able to meet the requirements of the huge purchasing power of several thousand French consumers exercised through State-aided buying organizations.

The French manufacturer has sometimes been regarded as the most individualistic of business men, and only the size and complexity of the task of industrial reconstruction of the invaded regions has caused him to accept such a radical change in his business methods as collective buying. He realizes that the task of repairing the devastation wrought during the last four years is too gigantic to handle with the individualistic and competitive methods that prevailed before the war.

STATE UNDERTAKES RECONSTRUCTION TASK.

From the moment when the question of restoring the industrial life of the invaded districts was first discussed there was general agreement that the task was so gigantic that only the State could successfully undertake its accomplishment. As early as December 23, 1914, the French Government enunciated the principle that any damage caused by the war should be a charge on the French nation as a whole. In other words, no matter what terms of peace might be agreed upon, no matter what indemnities or reparation might be exacted from enemy countries, the manufacturer whose property had been destroyed or damaged would be entitled to look to the French Government for the means of resuming industrial activity in the same locality in which he was manufacturing when war overwhelmed him.

From the beginning, also, there was general agreement regarding the form that this indemnity from the Government to the stricken manufacturers should take. It was not cash the owner of a damaged factory wanted, but merchandise—bricks, steel, and mortar with which to construct new buildings, machinery to put into them, and raw materials with which to commence manufacturing. A system of cash indemnities, as pointed out by the Paris Chamber of Commerce on May 12, 1915, is obviously unsound and fraught with danger. For, even with the replacement value of his destroyed factory in his hand, the French manufacturer would not be sure of obtaining the materials necessary to reconstruct it. The payment of cash indemnities to thousands of individual manufacturers would inevitably produce the fiercest kind of competition. They would all enter the world's markets at the same time, and the resulting increase in the price of materials and equipment would in all probability eat up a large part of the indemnity, without insuring to the purchaser the materials he required. Such a plan might delay the

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on of industrial life in the invaded regions of France for
ıe.
he State was to assume the obligation of supplying the
ufacturers with the raw materials, the machinery and
ole them to resume manufacturing with the briefest pos-
he most important thing was to create a central bureau
everything needed to restore the industries that had
d. There was, however, deeply rooted objection to the
rtaking the actual purchase and distribution of these
rench Government officials were among the first to rec-
jection. Minister of Commerce Clementel declared that
ıt department could not possibly have the flexibility
of decision indispensable for success in such an under-
expressed himself as in favor of a private organization
the manufacturers themselves, conducted without profit
s the proxy of the State in the purchase of needed mate-
ısly, the persons best equipped to undertake the actual
distribution of these materials were the owners and
the damaged industries. They knew better than any-
they would require for reconstruction of their own

MANUFACTURERS ORGANIZE ASSOCIATION.

ook concrete form in the latter part of 1915 with the
f the Association Centrale pour la Reprise de l'Activité
ıns les Régions Envahies (Central Association for the
Industrial Life in the Invaded Regions). The asso-
rs over 1,000 of the manufacturers of the invaded
nce. Small manufacturers as well as large are repre-
nbership fee being only $10 a year. For more effective
est means of bringing about the speedy reconstitution
membership is grouped as follows: (1) Textile indus-
ng, metallurgical, machine, and electrical construction
agricultural industries, such as sugar refineries, dis-
ries, flour mills, and fruit-conserving plants; (4)
ndustries, including all those not falling within the
categories.
ion Centrale is further assisted in its studies of the
ndividual industries by so-called Comités Régionaux
(Regional and Trade Subcommittees). The exist-
ees are the following: (1) Committee of Woolen
turers, created April 18, 1916; (2) Committee of
created May 3, 1916; (3) Committee for Mining and
ıted May 17, 1916; (4) Committee for the Mechani-
al Construction Trades, created July 5, 1916; (5)
Manufacturers of Carpets and Upholstering Fabrics,
3, 1916; (6) Committee for the Light Steel Industry,
s, etc., created August 23, 1916; (7) Committee of
ng, and Printing (Textile) Trades, created Septem-
) Committee of Cotton Spinners and Manufacturers
ad, created December 6, 1916; (9) Committee of
reated February 21, 1917; (10) Committee Repre-
ufacturers of Tulles, Laces, and Embroidery, cre-
1917.

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CENTRAL BUYING AGENCY ESTABLISHED.

The Association Central, however, was unable, because of the ge eral law governing its operation, to interest itself in commercial e terprises like the purchase and distribution of merchandise. could not go beyond the preparation of purchasing programs bas on the studies of its expert committees. This defect was correct in August, 1916, by the organization of the Comptoir Centr d'Achats Industriels pour les Régions Envahies (Central Bure for Industrial Purchases for the Invaded Regions). It is a socié anonyme, or stock company. The capital stock is 1,000,000 fran (roughly $200,000), and the par value of the shares is 100 francs $20. The stock is held by 226 members of the Association Central The low value of the shares was determined upon by the founders the Association Centrale in order that the purchasing bureau shoul always represent the small as well as the large manufacturers, an thereby retain a democratic character.

GOVERNMENT CONTROL OF BUYING AGENCY'S WORK.

The support of the State, without which, obviously, the Comptoi Central d'Achats could not undertake operations, was provided fo by a law laid before the French Chambre des Députés on June 1917, and enacted August 6, 1917. It provided for a preliminar credit of 250,000,000 francs ($50,000,000) to be used as a fund ou of which the Comptoir Central would make its purchases.

That the French Government has definitely committed itself to th principle of collective purchasing of reconstruction materials i shown by the fact that a formal agreement was entered into on Octo ber 4, 1917, between the Ministers of Commerce and Finance, repre senting the French Government, and the directors of the Comptoi Central.

In order to show the quasi-official character of the Comptoir Cen tral, it may be well briefly to cite the principal provisions of thi contract:

Before entering into any contracts for the delivery of reconstruc tion materials, the Comptoir Central is required to submit to th Ministry of Commerce estimates of the quantity and nature of ma terials needed for the restoration of a specific industry. These esti mates or purchasing programs must state the source of the material and the approximate purchase price. No purchases may be made until the purchase estimate has been approved by the Ministry of Commerce.

The French Government authorizes the Comptoir Central not only to make purchases but to store the materials and distribute them among the manufacturers of the invaded regions when the work of reconstruction commences. This authority has been granted because the Comptoir Central will probably have a great deal of material to distribute besides that which it purchases. It may have to dis tribute for the Government stocks of material and tools and equip ment that are left over when the manufacture of munitions of war ceases.

Naturally, much of the equipment needed for reconstituting the dam[illegible]tries of France is of special character and will have

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to be manufactured to order. This is particularly true of textile machinery, electrical generating machinery, steel-mill equipment, boilers, engines, etc. On the other hand, enormous quantities of construction materials, such as iron and steel, lumber, bricks, sand, cement, copper, and zinc will be needed. The Comptoir Central is authorized, after approval by the Government of purchasing estimates, to accumulate such stocks for distribution among the manufacturers as soon as they are in position to commence the work of restoration.

Stocks of iron, pig iron, cotton, linen, wool, etc., must also be accumulated to enable manufacturers to resume manufacturing as soon as possible. No individual will be permitted to receive more than a three months' normal supply of such materials, and he must undertake to use the material only in the invaded regions. He may pay for it in cash, or he may have the value of the material charged as an installment against the indemnity due him from the Government.

The price at which materials are delivered will be arrived at by adding to the net cost of purchase, the freight, insurance, handling charges, warehousing, and incidental expenses, including the amortization of the purchase fund.

The Comptoir Central is authorized to pay freight, insurance, warehousing charges, handling, etc., out of funds placed at its disposal by the Government. Large payments to cover purchases will be disbursed by the French Treasury on orders of payment properly certified by the Minister of Commerce.

The contract between the Government and the Comptoir Central specifies the accounts that are to be kept and makes them subject to audit by the Inspector General of Finances.

While the Comptoir is not permitted to make any profit beyond paying interest at the rate of 5 per cent on the capital paid in by the members of the Comptoir and actually employed in its operations, to cover its expenses of operation it is permitted to charge small commissions. The Government agrees to pay the Comptoir 1 per cent on all sums disbursed by it for the account of the Government. In addition, the Comptoir may charge the individual who receives merchandise one-half of 1 per cent on the value of the goods turned over to him to be used for reconstruction purposes.

All decisions of the board of directors of the Comptoir Central are subject to review by the French Government. It will be seen from the foregoing that the Government exercises strict control over the Comptoir Central and its operations. The office charged with this supervision is called the Office de Reconstitution Industrielle des Départements Victimes de l'Invasion, which is a council consisting of eight Government officials and eight members of the Comptoir Central d'Achats.

SYSTEM OF ESTIMATING FUTURE REQUIREMENTS.

The Comptoir Central is now making estimates of the materials that each industry will need. These studies are being made in a painstaking manner. It is obviously difficult to arrive at any accurate estimate of the cost of replacement, but the procedure is as

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follows: The Comptoir Central starts with the known fact that before the war a given industry represented so many producing units. In the cotton spinning and weaving trades, for example, the number of spindles and looms is known. Unit costs of installation are arrived at by taking the best information available. The Comité Corporatif is called upon to supplement this rough estimate of the original cost of the textile plants in operation in August, 1914, with additional data regarding the cost of buildings, of boiler plants and machine shops, of stocks of raw materials in process of manufacture, etc. In this way a more accurate figure is arrived at as representing the original cost of the entire investment in spinning and weaving plants for cotton. The latest information available is then brought to bear upon the question of what percentage of the cotton spinning and weaving industries has been destroyed. By checking and rechecking these figures with accounts brought by repatriated inhabitants of the invaded regions, a fairly accurate estimate is made of the value of the investment damaged by the war. Costs of replacement, based on present market prices, are then calculated for buildings, machinery, supplies, and the raw materials needed for manufacturing.

This estimate—extremely general and claiming no great exactness—is then submitted to the Office of Restoration, in the Ministry of Blockade and Liberated Regions. The experts of the Government go over the estimates. If they approve them, they return the program to the Comptoir Central with instructions to prepare a more detailed purchasing program. The Comptoir then calls upon the Comité Corporatif representing the industry that is the subject of study at the moment. The Comité takes up the problem from the standpoint of the individual manufacturer, obtaining from him specifications of the machinery and supplies he will require to resume operations. Naturally final approval can not be had for any purchasing program until the Comptoir is in a position to submit purchase contracts to the Government, and this is not possible under existing conditions. Arrrangements must first be made to provide the enormous reservoir of credit needed to finance reconstruction purchases, and to set free from war needs the freight space required for the transportation of reconstruction materials.

INDIVIDUAL FIRMS UNABLE TO MEET SITUATION.

Since the United States must naturally be counted upon to aid France in the work of industrial reconstruction, the Comptoir Central is interested in getting in touch with American manufacturers. One of the directors of the Comptoir Central informed me that there would be little use in having individual American manufacturers send catalogues to the Comptoir Central, or enter into preliminary correspondence with it with a view to taking orders later on. It has already been emphasized in this report that the task of restoring the destroyed industries of France is too huge for individual and competitive buying. The directors of the Comptoir Central are equally certain that it will be out of the question for isolated American firms, no matter how large or well equipped they may be in their own special branch of manufacture, to meet the demand that will be made

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m by France for the restoration of the invaded regions. It groups of American manufacturers—each group capable ing a certain industry in the invaded district with all of the and special equipment needed for its restoration—that the Central wishes to establish relations at this time.

NEEDS OF THE SUGAR AND TEXTILE INDUSTRIES.

illustrate what is meant by taking the sugar industry of ied territory. In the manufacture of sugar-refining ap- ıe United States occupies a leading position. But the gar refiners, whose plants have been damaged or destroyed ', do not expect to approach as individuals the American ɔf sugar-refining machinery. They will, on the contrary, ınited purchasing front through either the Comptoir Cen- ıe other organization like it, and they expect to be able to racts with firms representing groups of manufacturers furnishing what they require for reconstruction down to ɔe and gauge.

le industry of the invaded regions furnishes another argu- ·or of collective selling methods. The tentative plans for ·uction of that industry, according to a statement made ıe of the directors of the Comptoir Central, call for the the necessary machinery in a country where it can be ' obtained and where it can be purchased through collec- organizations.

PROBLEMS FACED BY THE STEEL INDUSTRY.

·ation of the French steel industry will serve as a final ɔf the need for group selling on the part of American iron-mining and steel-works equipment.

ıdustry, for obvious reasons, must be restored as quickly ɔ that it may furnish iron and steel products to replace lustries destroyed by the war. The restoration of the ' alone will be an enormous undertaking. Ninety per ,000,000 tons of iron ore mined in France came from the Department of Meurthe-et-Moselle; 85 per cent of the ; of pig iron produced in France was smelted in blast ıe eastern and northern districts of the country; and 75 ıe ingots made in France were cast in the steel works now occupied by the Germans.

is vital industry be reconstructed except by collective t some idea of the need for cooperation, let us reverse magine western Pennsylvania ravaged by earthquake ses lie in ruins, railway tracks are torn up, bridges are nd lie in the bed of the streams, coal mines are flooded l their hoisting apparatus is bent into unrecognizable ed metal, blast furnaces and steel works are piles of k. Imagine this blackened and uninhabited country ɔpled and eager to resume its former industrial ac- ; to find machinery or materials near by, the stricken of western Pennsylvania must send 3,000 miles across

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the Atlantic Ocean to France for help. In such a situation what would they do? Unquestionably they would first of all band themselves together for cooperative buying, so that there should not be destructive competition and a wasteful scramble for materials. And when this joint effort had secured an approximate inventory of what remained and gained a fair working idea of what was needed in the way of tools, machinery, and raw materials, would not the American victims of such a disaster next look for some collective selling counterpart to their collective purchasing?

In any case present indications are that the French steel makers whose plants the war has blotted out of existence will attempt to bring about the restoration of their blast furnaces, converters, and rolling mills by collective buying through the Comptoir Central d'Achats or some other organization affiliated with it. The adoption of this principle for after the war is a natural outcome of the tendency toward concentration, integration, and association that characterized the French steel industry before the war. In place of numerous small steel plants in existence 15 or 20 years ago, the steel production of France to-day is centralized in a comparatively few strong companies, and many of these companies are completely integrated; that is, they operate their own coal mines and their own by-product coke ovens; they reduce the iron ore hoisted out of their own mines in their own blast furnaces, and they convert the pig iron into steel in their own Thomas converters and Martin furnaces. Over 90 per cent of the steel output of France is represented in the Comité des Forges, the iron and steel association of that country. And for some years the French steel makers have sold a large part of their product through comptoirs or central selling offices. It is not surprising, therefore, that the French steel makers, when confronted with the task of meeting the overwhelming disaster which the war has brought them, should pursue their policy of closer trade association to the point of adopting cooperative buying of reconstruction materials.

The French steel men believe that one of the best ways for America to help them is by placing at their disposal as soon as the war ends some tried form of cooperative selling. The French steel makers do not wish to be obliged to obtain prices from several hundred American firms engaged in the business of supplying the thousands of articles needed in the construction of steel works. They hope to be able through their central buying office to approach strong and responsible American firms, representing groups of manufacturers of steel-works equipment. The representatives of such a group should be in position to take the blue prints and specifications prepared by the central purchasing office of the French steel industry and name prices and dates of delivery on every piece of machinery and every pound of material needed to enable the French steel makers to resume the manufacture of steel on the sites of their old plants.

EFFICIENT AID TO FRANCE CALLS FOR COLLECTIVE SELLING.

I have said that French manufacturers whose plants have been destroyed by the war expect Americans to help them. It is this principle of helping France that should animate all American plans

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for sharing in the work of reconstructing the invaded regions. It is not a question whether American manufacturers will be able to hold their own in competition with other nations in supplying the needs of France after the war. There will be more business in connection with industrial reconstruction in France alone than any single nation can properly attend to.

The task is far beyond the effort of individuals, and it must be approached in a spirit of service if France is to be speedily brought back to her former economic fruitfulness. No one can doubt that after the war American business men will approach the task of assisting in French industrial reconstruction in the same spirit of unselfishness that has marked the aid they have given their own Government during the war. Unselfishness, however, must be accompanied by efficiency, if the reconstruction of French industrial life is to be brought about quickly. In securing that efficiency a valuable part may be played by collective selling.

SUGGESTED METHODS OF COOPERATION IN FOREIGN TRADE.[1]

The purpose of the plans submitted herewith is to outline methods by which groups of cooperating manufacturers can, in one form or another, sell their products abroad at a minimum of expense and investment with a maximum of results. Many large factories will be interested primarily in selling to existing foreign houses or consumers; others will find it advisable to gradually establish local agencies and branch houses abroad.

It is generally believed that the smaller manufacturers can be better represented by the establishment of American selling houses in the foreign field, these houses to carry the necessary stocks of merchandise for immediate delivery.

The problems of our manufacturers, while numerous, may be confined exclusively to export in full compliance with the provisions of the Webb-Pomerene Act, with all its safeguards against illegal restraint of domestic commerce and unfair methods of competition. The variety of the suggestions is necessitated by the variety of conditions and competition abroad.

PLANS FOR ORGANIZATION OF COOPERATIVE SELLING COMPANIES.

1. A group of large manufacturers, closely identified, making kindred but generally noncompeting products.
2. A group of manufacturers controlled by one company making kindred and noncompeting products.
3. A large group of small manufacturers, each entirely independent, whose products are allied and which may be both competing and noncompeting.
4. A group of manufacturers making similar and generally competing products, who cooperate with one selling organization on a commission basis.
5. A group of producers of raw materials, who unite in one general selling agency for the disposition of their export products.

[1] From Proceedings of Fourth National Foreign Trade Convention.

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1. FOREIGN SELLING ASSOCIATION FOR THE SALE OF KINDRED BUT GENERALLY NONCOMPETING PRODUCTS.

The kind of organization most likely to secure efficient operation of such an association would necessarily depend, to a large extent, upon the nature of the products to be sold, the countries in which it is desired to make sales, and the scope of the association. Methods and organization suitable for marketing products such as, for instance, hardware, notions, household utensils, drugs, or imitation jewelry, might be very inadequate for handling business in steel products, railway cars, or locomotives, machine tools, cement, or lumber. The modes of doing business and conditions vary very considerably in the different foreign countries, and methods which might be thoroughly successful in English-speaking countries, such as Australia or New Zealand, might be ineffective in South America, China, or in many of the countries of continental Europe. Consequently, before any permanent organization could be effected, it would be necessary to form a preliminary organization to obtain information and data necessary to determine the form and scope of the permanent organization.

PRELIMINARY CONSIDERATIONS.

This preliminary organization should obtain from each manufacturer proposing to become a member of the permanent organization, definite statements as to the following:

(*a*) The nature of the products he desires to export; and whether or not he has hitherto done any export business, and if so, to what extent and with what countries; if his products have not yet been exported, or only to an insignificant extent, what reasons exist for believing that a demand for similar products exists, or can be developed, in foreign countries, and whether, in such case, he is prepared to accept orders at such prices as may be necessary to compete in those markets.

(*b*) What sum he is prepared to expend annually, either for propaganda work, or in the negotiation and securing of export orders.

(*c*) Over what period of years he would be willing to expend such sum in order to enable a thorough demonstration of the possibility of marketing his products abroad upon terms satisfactory to him.

(*d*) What minimum production per annum he would be willing to devote to the building up of a continuous export trade, such minimum production to be reserved for the filling of export orders, provided they can be secured, regardless of the temporary exigencies of domestic demand.

(*e*) Whether he is prepared to sell for cash only, or for credit, and in the latter case, what credit risks in general he is prepared to assume and whether he is willing to allow the central organization to determine credit risks for his account, or for its own account.

(*f*) Whether he would be prepared to allow the selling organization to be an autonomous body, dealing with the buyers as a principal (not merely as agent for the manufacturer), and having full control over every detail of marketing and delivering the goods for export from the time the material leaves the mill, but, generally speaking, exercising no control over the manufacture, except to the extent that

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reign buyer's requirements as to manufacture and packing have to be complied with by the manufacturer strictly in ac-ıce with the orders of the selling organization; provided always e selling organization should previously have submitted to the acturer and obtained his approval of such manufacturing re-ıents and packing.

EFFECTING A PERMANENT ORGANIZATION.

ɔr preliminary articles of agreement, covering the foregoing her principles of a mutually protective nature, shall have been ɡed, it is suggested that the amount of cash which each of the facturers proposing to form the association is willing to expend lly, be contributed to a general fund, to form all or a portion paid-up capital of the composite selling organization, and that be issued to each manufacturer in proportion to his contribu-If the number of such manufacturers be 10, or less, each of should thereupon be entitled to one or more directors, in pro-ɔn to his subscription, as might be agreed upon, and such ors should elect the officers of the selling company in accord-with the usual corporation practice. Should the number of facturers exceed 10, one director might represent two or more m, as might be agreed upon, in order to avoid making the board rectors too large. Except for such supervision as might be in the usual way by these directors representing the manufac-ɨ, the selling organization should be autonomous, as above de-subject only to instructions from each manufacturer as to his y to manufacture, the extent to which he is prepared to accept s for export, and the minimum prices at which such orders l be acceptable. It is suggested that where a manufacturer's ıct—although of kindred nature—may, nevertheless, differ in l from other products handled by the selling organization to an extent that separate representation is necessary, each of such ıfacturers might appoint a special representative in the selling any to be employed in connection with his products, but who d, nevertheless, be subject only to the direction and control of elling company from whom he would receive his remuneration. ə special representatives possessing, as they would, special ledge of the particular products of the manufacturers by whom would be nominated, would be available for training or educating ts for the foreign field, and for conducting special correspond-relating to their respective products, while assisting in other ches, for which they may possess the necessary qualifications, and e general business of the company.

ıder this suggested plan, any and all existing foreign agencies ıe constituent manufacturers would come under the jurisdiction ıe joint selling company, which should have full power to con-ate agencies operating in the same territory and to discontinue icate, conflicting, or, in its opinion, unnecessary agencies.

ɨ all the stock in the proposed company would be held by the con-ent manufacturers, all profits over and above the expenses of the ıg company would accrue to the shareholders, and should be paid ıally in dividends, or allowed to accumulate in the reserve fund,

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suggested elsewhere in this paper, and any excess of expenses or losses should be provided for annually by an assessment pro rata on the constituent manufacturers in proportion to the f. o. b. mill value of the business secured for each of them.

In order to provide for the normal operating expenses of the selling company, including the liberal remuneration necessary to induce competent men to go abroad and stay for a period of years, as well as an adequate reserve fund for contingencies, such as exploitation work, taxation, war-risk insurance when incurred, opening new branches, etc., and particularly for credit risks, it is suggested that a commission sufficient for these purposes be allowed the selling company by the constituent manufacturers on all sales effected, such commission to be readjusted annually in view of the actual expenditure during the past year, and the probable requirements of the program of operations for the ensuing year.

Credit risks.—It is desirable that as soon as possible the selling company should undertake its own normal credit risks, except in cases where the magnitude of a contract and consequent credit risk involved is such that the capital of the selling company would not normally justify the risk. In such cases the selling company would ascertain whether the manufacturer of the particular goods involved would be willing to assume the credit risk himself or would only consider the contract on some other basis, in which latter case, unless the selling company could arrange otherwise satisfactory and safe terms of credit, the business would necessarily have to be declined. The necessity for autonomy with respect to credit risks is patent for many reasons, chief among which is the desirability of empowering the selling company, either through the home office or through its foreign branches, to make immediate decisions by cable as to credit risks in the case of any proposed transaction.

It is, therefore, suggested that the amount which each manufacturer may be willing to contribute as his normal annual expenditure for export trade or as represented by the shares in the selling company which he takes should be contributed annually for a period of years without taking out any dividends from the profits, if any, of the selling company, the manufacturer to be satisfied with his manufacturing profit after deduction of the commission allowed the selling company, thus allowing any profits of the latter to accumulate for a period of years, in order to provide for the objects above-mentioned, and particularly for credit risks and possible bad debts. Foreign business in very many products can only be developed to any important extent by extending such liberal terms as will become feasible only by means of the establishment or accumulation of an adequate reserve fund, unless the manufacturer is willing to assume the risks.

The selling company having been formed, it would be impracticable in this general report to detail concisely its form of management. In some companies which are doing a large export business the selling organization is divided with respect to certain classified lines of manufacture which are exploited by respective departments possessing special knowledge of the particular lines. In others it has been found preferable to divide the foreign territories or countries to be exploited into suitable zones, each in charge of a separate

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department, and in still others it has been found advisable to operate on the lines of both the zone and commodity plans, one department supplementing the work of the other, the commodity departments possessing the necessary knowledge of the goods and the conditions of their manufacture, while the zone departments have equally necessary knowledge of the countries to which the goods are to be exported.

Conditions of sale.—At the very inception of the organization it is essential that certain conditions of sale covering the accepted practice in export trade with respect to the products to be exploited should be laid down, and that from these conditions there should not be permitted any deviation by the company or by any of its agents in selling to any buyer. Every transaction should be based on these conditions and quotations should be made and orders accepted only in exact accordance therewith.

By this means it would be possible to minimize claims, to avoid controversies with customers, and to establish cordial relations with them. These conditions of sale should be translated into and be printed in the language of every country in which sales are to be made and used whenever negotiations are conducted in any such language. When desired, contracts might be executed in duplicate, i. e., both in English and in the language of the country in which the sale is made. It is most desirable, however, that such conditions of sale should be translated by natives of the respective countries familiar with the nomenclature and exact significance of the terms of the local language, and that the translations should then be carefully checked by one or more others equally skilled, as it will be found that there is considerable diversity of opinion as to the proper equivalents of expressions used in each of the respective countries and as to the meaning in the various foreign languages of numerous English words.

JOINT CATALOGUES—MINIMUM SELLING PRICES.

Suitable facilities should be afforded, without delay, to the selling company to enable it to issue, under its own name—or where it is desirable on account of a product being best known by the name of its manufacturer, jointly under the names of the manufacturer and the selling company—an adequate supply of advertising matter, pamphlets, catalogues, etc., relating to the products to be exploited. When possible it is desirable that full information as to kindred products, modes of packing, etc., should be given in a joint catalogue to be published, whenever feasible, in the languages of the respective countries to be exploited. All necessary data and printed information should be furnished by the respective manufacturers to the selling company, free of expense, or at a nominal charge, together with all necessary samples, price lists, etc., but the cost of issuing a joint catalogue, as also any other joint selling expense, should properly be chargeable to the selling company, unless, under special circumstances, it should be considered advisable for the respective manufacturers to contribute.

In most cases it is advisable that the selling company should be informed by the manufacturers as to the exact manufacturing cost of the article to be sold and authority given to meet any competi-

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tion encountered, down to the limit of the manufacturing cost; at all events, this should be done in the early stages of the exploitation. The control of the selling company by directors representing the manufacturers, and the fact that the selling company would not be organized for profit to itself but only as a means of providing manufacturing profits, would, in most cases, prevent any abuse of this information. If, however, it should be deemed inadvisable to disclose the manufacturing costs to the selling company, minimum selling prices, based upon costs and market conditions, should be established from time to time, good until changed with reasonable notice of such change, and the selling company should have authority to go down to these limits whenever necessary in its judgment. The only exceptions to these rules should be when the product is of so complicated a character that the cost can only be computed by the manufacturer on receipt of full details of each respective inquiry, and in such cases full details should be furnished by the selling company to the manufacturer who in turn should advise (as might be agreed upon at the inception of the organization) either his cost of manufacture or minimum selling price, together with any useful suggestions as to domestic selling prices and, provided he possesses such information, as to the possible prices obtainable for export.

APPOINTMENT OF AGENTS—DISTRIBUTION OF ORDERS.

The selling company should have full power to appoint all foreign agents without interference from the manufacturers other than the control of the board of directors, except in special cases where an individual manufacturer may desire special representation for his own particular product; in such cases it should be a matter for agreement as to the personality of the agent and his remuneration, traveling and other expenses. With such exceptions the selling company should pay its entire operating expenses, including salaries, rents, traveling, cable, and telegraph expenses, taxes, and bad debts as above defined; and, as previously indicated, its remuneration on a commission or percentage basis should be sufficient to enable it to undertake all such expenses. It may be necessary, at least at first, to limit the amount of such expenses—and, consequently, the scope of the selling company's operations—to the total of the amounts the various constituent manufacturers are willing to contribute annually for the promotion of the export business, or, in cases where an export trade already exists, to the amount the respective manufacturers have hitherto expended annually thereon. In appointing foreign representatives, it is important not only to secure competent and reliable men, but to make it worth their while to devote their best energies to the development of the company's business and to the protection of its interests, and it is believed that this can best be attained by paying a moderate minimum salary, plus a special annual remuneration based upon the success achieved. In many foreign countries it is customary to give such annual bonuses to faithful employees at the end of the year. It should, furthermore, be understood, without, however, making a definite contract, that they would be expected to remain abroad for a stipulated term of years, provided their efforts give satisfaction to the company, failing which their services would

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pensed with. In selecting men to serve as representatives in n countries due consideration should be given, not only to their ıality and general business ability, but also to the extent to they possess the undermentioned qualifications: (1) Famil- with the products to be sold; (2) knowledge of the country to they are to be assigned and of the language spoken there; (3) ac- ance with customers in the territory to which they are to be d.

neral, it is believed that an American company, selling Ameri- ducts, will obtain the best results by employing Americans as ntatives. Other employees of the foreign offices, or subagents ng to the principal local representative, may frequently with ıge be natives of the country or men of other nationality, pos- the necessary qualifications, such as acquaintance with the lities, or with the buyers whose trade it is desired to secure.

selling company should have autonomous control of the dis- n of orders to the respective constituent manufacturers where e more than one manufacturing the product in question. The of the board of directors will be sufficient to prevent any favor- discrimination, and as the organization will be a mutual ıaring company, no difficulties should be encountered on this The selling company will naturally endeavor to dispose of the product of each constituent manufacturer to the limit of his turing ability, and when this limit has been reached, in the ıy manufacturer, the selling company will naturally devote ies most especially to the products of the others. Should the nt manufacturers be unable to supply the demand developed elling company, it may be found feasible and advantageous other manufacturers to the organization, or to handle special manufacturers who are not constituents of the selling com- a means of increasing the profits and of reducing the share penses to be borne by the constituent manufacturers.

ADDITIONAL FUNCTIONS OF SELLING COMPANY.

the advantages to be derived from a joint selling organiza- ompared with the independent handling by each manufac- xport business, is greater and more accurate information as dit and financial standing of foreign buyers, and the ability ocean transportation to best advantage. In addition to a t invoicing and accounting department, the selling company stall, at the very outset of its operations, credit and trans- departments in charge of competent men experienced in ers. The credit department should collect, from all avail- es, the fullest information as to the financial standing, re- ıd character of every actual or prospective customer in the reign countries, keeping such information, by means of card other effective systems, so as to be immediately available sion for its use arises. The transportation or traffic depart- ld include men conversant with ocean freight matters and surance, and competent to prepare, in a proper manner, of lading, consular invoices (in accordance with the re- s and in the languages of the respective countries of desti-

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nation) and experienced in all other matters pertaining to the proper and efficient handling of shipments to foreign countries.

As the volume of freight handled by the selling company would increase in importance, the ability of the selling company to secure favorable freight rates from steamship owners, thereby enabling competition with European manufacturers, would increase. It has been necessary, in the case of some of the largest American organizations now engaged in the export trade, to establish their own steamship services with steamers owned, or chartered, for the purpose, in order to obtain such freight rates as would place them on an equality with their European competitors. These are, of course, exceptional organizations, and while the volume of business to be handled by such an organization as we are now discussing might be too small to justify the chartering or purchase of steamers, the advantage of collective bargaining with steamship owners or agents, which would be afforded by the concentration in the traffic department of the selling company of the export tonnage of all the constituent manufacturers, is obvious.

Another necessary feature of the joint selling organization would be a committee for dealing with claims. In foreign, as in domestic trade, claims will undoubtedly arise from time to time, and the dealing with such claims in a manner equitable to the foreign customer, without sacrificing the just rights of the manufacturer, is necessary for the building up of that good will which is essential to the growth of a large business, which in the case of international business, and particularly with far distant countries, necessarily involves faith in the justice and honor of the seller equally with that of the buyer. It is therefore necessary that the claim committee be composed of men conversant not only with the particular products forming the subject of a claim, but with transportation conditions and with business principles generally.

2. MANUFACTURERS HANDLING KINDRED BUT NONCOMPETING PRODUCTS WHOSE GOODS ARE IN SUBSTANTIAL DEMAND.

The problem presented does not differ materially from that of a single large corporation composed of a number of smaller units, each of which manufactures products which, while similar in that they use the same raw material, differ in the products made which are noncompeting; as for example, a large steel company which manufactures, say, rails, structural shapes, merchant bars, tin plate, wire, and the like; or a rubber company which manufactures footwear, automobile tires, mechanical or technical goods, hard rubber, clothing, and the like. For the purposes of this report, therefore, the subject under the subheading above may be treated quite aside from the question as to whether the individual manufacturing units are entirely separate or controlled by a single holding company.

The problem itself is simple in the things to be accomplished, aside from the complications that may present themselves in the actual work of accomplishing it, for, after all, the problem is one of merchandising only and all other questions become details of expediency in accomplishing the desired result.

The first question which presents itself is as to whether the organization is to operate so as to produce a profit for itself, no matter

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what becomes of that profit, or whether it is to operate so that all profit shall immediately and automatically accrue to the manufacturing company. It is believed that the latter plan is the best, for, after all, the organization, no matter how complicated, is in reality a salesman and the same fundamental rules under which a salesman operates should control the company. A salesman is entitled to a fair and proper compensation for his efforts and to his legitimate expenses. This compensation may be in the form of a fixed sum or may be directly dependent upon the sales or profits that he makes. It is therefore proposed that the merchandising organization should purchase its goods from the manufacturing units at the same price which it in turn sells them for. The fixing of this price is another matter and does not affect the propriety of making the selling price and the purchasing price the same. It is obvious that the existing domestic price can have nothing to do with the proper selling price for distribution in foreign fields; the local market and the conditions of competition existing therein must alone determine the price at which local sales can be successfully made, but the foreign-sales price should be the same as that at which the selling company purchases from the manufacturing company; therefore the manufacturer will receive the profit in the price at which it invoices the goods to the selling company.

FINANCING THE SALES COMPANY.

It is presumed that the basis of operation will be that of purchase and sale by the merchandising company from the manufacturing company and not any other. This part of the plan having been agreed upon, many details present themselves for disposal. The first, of course, is the question of the expense of operation of the merchandising company, the compensation of its officers and field men, both at home and abroad. It is entitled to its legitimate operating expenses outside of the question of compensation, such as rents, light, heat, and the like. It is entitled to a proper compensation for its personnel and it is believed that this compensation should be fixed in two ways, first on the basis of straight salary or wage, and second, on the basis of some form of participation in the success of the business. The best, and in fact the only feasible, method for such a participation would appear to be a legitimate percentage of the net profits of operation as received by the manufacturing company. The manufacturing companies, receiving the total receipts arising from sales, together with the profits contained therein, must of course contribute from these profits the necessary amounts to pay all of the expenses of operation, including compensation. This can very easily be provided for by assessing against each manufacturing company its proper share on the basis of the volume of business transacted for it. The principal reason, it is believed, that all of the profits should accrue directly to the manufacturing company is that it disposes at once of any questions or controversies as to proper prices and as to a reasonable distribution of the profits. For example, if a concession is necessary in order to make certain sales in certain territories, the question would at once arise, upon request being made for this concession, as to whether it was necessary

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in order to meet the market conditions or as to whether it might not have been requested so as to show a greater margin of profit for the merchandising company. If it is clearly undertsood that the merchandising company acts solely in the capacity of a salesman and that it has no direct interest in the profits, then there can be no question as to the proper distribution of the profits.

The second feature of the problem is the matter of credit liability. The determination of credits should rest entirely with the merchandising organizations, but the credit risk or liability should rest with the manufacturing units. If losses are sustained, they should be chargeable to the manufacturing unit whose goods are involved; in other words, the manufacturing unit receiving all of the profits must assume all the risks. It will be found in perfecting an organization such as is proposed and operating it, that there will be points where exception to the general plan must be made and where the plan can not be carried out inflexibly. For example, in the question of disposition of profit, it is impossible to return all the profit as it is acquired from all sales from local stocks where the goods involved are of such nature as to be dependent upon a rapidly or widely fluctuating market. The stocks of goods being purchased from the manufacturing companies for shipment to various branches must, of course, be invoiced at some fixed and agreed-upon price: the sale of these goods, however, will not always be at a fixed price, some sales taking a higher price than others. It is impossible to avoid, therefore, some profit arising from the sale of local stocks, but this profit can well be taken care of by applying it to the expense account and reducing it by the amount of profit obtained. If the amount exceeds the total expense account, then the residue or surplus profit can be distributed pro rata as an extra dividend. It is thought, however, that this feature of the problem will not be particularly vexatious as the amount of surplus profit arising after the expense account has been entirely absorbed is not likely to be large.

HOME AND FIELD ORGANIZATION OF SALES COMPANY.

As to the organization itself, there should be a principal office located in New York to be in charge of the chief executive of the company. The suborganization of the head office should be on the basis of products; that is, a department handling each product regardless of the factory of origin. This is believed to be better than a series of geographical departments because the head of each department should be an expert in the line of goods that he is handling and one could easily handle the problems involved in the sale of those goods, whether they arise in one part of the world or another. This feature is believed to be important and it is again emphasized that the departmental subdivisions should be on the basis of products rather than geographical.

There should also be an accounting department which can properly combine credit. Financing, as meaning the borrowing of money, is not a part of the contemplated plan, as the company should be so capitalized as to provide adequate working capital. If more is needed it should be obtained from the principals rather than from outside. The capital may be large or small. If it is large it should be such as

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it the discounting of all bills and the prompt payment of all
ns, the funds coming from the capital itself. If small, the
may be financed by its constituent manufacturing members
asis of payment of invoices rendered, as may be possible or
nt. It is thought that better satisfaction would result if
any was adequately capitalized so as to pay its obligations
. There should also be a well-organized traffic department,
subdivisions being sufficient; that is, traffic, accounting and
d sales; the sales to be, of course, subdivided as outlined.
ganization in the field is comparatively simple. A branch
supported by assistants as may be necessary, the assistants
of an accounting department and a force of salesmen.
gs should be modest, and it is believed that, except in certain
commodities, local stocks should follow preliminary work,
inary work to consist in making as many sales as possible
local stock and then to supplement this work by adding a
and increasing it from time to time as may appear justifi-
attacking any given territory the manager should proceed
ipal city and take a modest office and hire a stenographer,
oy, and one or more salesmen, but he should himself be a
that is, he should be a salesman and, presumably, the sales-
ng the greatest number of sales. The principal thing is to
e into the territory actively working and then to supple-
uild on that nucleus as conditions warrant. Local stocks
dded as soon as they can be shown to be necessary, and the
rrespondingly enlarged.

OPERATION AND SUPERVISION BY MANUFACTURERS.

ved that an organization such as is outlined is in the truest
st sense cooperative. Reverting to the question of profit,
d that if the merchandising organization seeks to make
profits it becomes noncooperative to that extent. From
int of the manufacturer it is believed that better satisfac-
sult if the returns come speedily in the shape of price.
nned to capitalize the company adequately, then stock
sued and subscribed for by the manufacturing companies.
hould be nondividend paying, the presumption being that
could liquidate or sell at any time so that the value of the
ld not be impaired. The capital required would be only
ld be necessary for the purchase of goods. Accounts pay-
ounts receivable should at all times be such as to leave
l the solvency of the company.

of directors should be composed of one or more repre-
om each manufacturing company, together with the chief
the merchandising company. The executive himself
uch caliber as to warrant and merit the widest latitude
gement of the company and the greatest authority in
l executing his plans. The sole purpose of the board of
uld be to satisfy the manufacturing companies, who are
owners of the business, as to its proper conduct.

ular subject to be treated deals only with the organization
y not be out of place, however, to indicate some things

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which the manufacturing companies must be prepared to carry out. They must, in the first place, be prepared to set aside a given percentage of their product for export. This must be inviolable. There must be no thought of dumping; there must be no question of taking orders when wanted and refusing them when not wanted, or any policy which renders the source of supply questionable or fluctuating. It may be as small or as large as the manufacturer chooses, but when once fixed it must not be disturbed, for stability and continuity are most important in foreign trade.

The manufacturer must also be flexible in the matter of price and in the matter of detail in the execution of orders. He should know what the export business means. He should know the delicacy and sensitiveness of it and if not prepared to support it, should not enter the field. He should realize that volume is the best asset of an export business and that if at times little direct profit is shown in any sale or transaction, there is a very strong indirect benefit in the contribution toward overhead and the general stabilizing effect of orders which originate from such a wide field of activity.

3. FOREIGN SELLING COMPANY FOR THE SALE OF COMPETING AND NONCOMPETING PRODUCTS.

The purpose of this plan is essentially to aid the smaller manufacturers to sell their commodities in the foreign field, and in this class must be included certain relatively large manufacturers who have only a limited surplus available for export or whose products are in only limited demand abroad. It is believed that the problem of these manufacturers is largely on merchandising lines. The selling organization, to be successful, should gradually establish branch houses carrying sufficient stocks of merchandise and having an adequate administrative and sales force.

It is advisable that such an organization should have a main or head office on the seaboard.

It may safely be assumed that such a selling organization must necessarily represent a rather large number of factories. It should, so far as possible, handle kindred or allied lines which may generally be noncompeting but which may also, to an extent, be competing. It will be recognized that on certain commodities of general use, one factory can not well supply the entire demand and that the cooperation of a competing factory or factories will give the selling organization the necessary tonnage or quantity to its advantage and also give the factories an export outlet without interfering with their domestic business. Other factories, even though able to supply the demand, can operate more economically through one selling organization, if the demand for their products is only reasonably large.

Because of the large number of products which may be needed to round out a comprehensive line for the merchandising or selling house, it would seem difficult to arrange the business on a percentage or expense basis. The various products would necessarily carry varied gross profits and selling expense, as well as entirely different credit terms. As an example, sales of machinery are very generally made on long time and involve one sale, while goods which are ultimately used or consumed are sold on relatively short time.

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; of selling a large item of machinery is proportionately
s than an equal amount of consumable merchandise sold
siderable number of buyers. Credit is an expense, just
; is, and must be so considered. The payment of a com-
n all sales naturally results in encouraging the selling or-
n to work particularly on the large sales and to neglect
es. It is frequently good merchandising policy to make
es with little or no profit for the ultimate benefits which
lt, and this is encouraged if the selling organization has a
road merchandising policy which permits it to make a
very possible encouragement should be given the selling
ion to develop a large permanent business, and not to con-
n individual transactions.
ggested that manufacturers in determining their selling
export, eliminate their overhead charges on domestic busi-
s also suggested that on keenly competing lines of which
able surplus is available for export, that the manufacturer
e returns on his investment in the selling organization
ion at least of his profit. It is of first importance that
pable American selling houses be established abroad.
ess means ultimate profit to the manufacturer and assures
nt increase in our export business.

METHOD OF EFFECTING ORGANIZATION.

ter of convenience and efficiency in organizing a foreign
pany which is to represent a large number of manufac-
ould be well to have the plan originate with or be sup-
wo of three comparatively large factories which can afford
diate expenditure of time and money and which will
nfidence among those who may become interested. These
ould appoint one man to study and handle preliminary
l a meeting of all interested can be called or an actual
n perfected. It is suggested that the following points
d and put into effect where possible:
individual or committee in charge of preliminary work
lly canvass a list of concerns who should be identified
eign selling organization. The character of the concern
re of its products are important.
mpletion of the list, a meeting should be called for the
iscussion and, if possible, of organization.
concern should at the beginning agree to advance a
nt of money to cover initial expenses of organization,
ion of foreign territories, if that is needed, and for
sales and propaganda work, which is necessarily expen-
ich should be regarded as an expense rather than a
diture. The payment of these amounts can be extended
l of one or two or three years, if desired. The amount
ficient to meet all legitimate requirements.
ock of the company may be divided into two classes,
preferred. The manufacturers should, so far as possi-
large ones particularly, subscribe to the common stock.
l stock may be sold to investors. There would seem to

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be considerable advantage in having a substantial number of stockholders in the selling organizations, both because of the additional capital which could thus be furnished and because an investment abroad creates a wider interest in foreign trade and foreign affairs among our people.

(5) Manufacturers subscribing to the common stock should furnish their products to the selling organization at a slight manufacturing profit. This profit must necessarily depend upon the character of the article sold; specialties can carry a fair manufacturing profit and also a reasonable selling profit; highly competitive commodities, which will generally represent a surplus, must be sold at a minimum of profit by the manufacturer and the selling organization. In some cases it will be advisable for the manufacturer to allow the selling organization a commission on sales and to carry the credit burden; the selling organization may in such an event guarantee credits if the commission is adequate. This arrangement should generally cover only such products as are not carried in stock by branch houses, unless the manufacturer is prepared to consign the stock.

(6) The factories shall furnish the selling organization with necessary advertising matter in the way of pamphlets, circulars, price lists, etc., printed in the language of the country in which the goods are sold, without expense.

(7) The selling organization shall assume all expenses, except advertising, as noted above. It shall finance all sales, paying the factories as may be agreed, and shall assume all credit risks. It is regarded as important that the smaller factories be relieved from any excessive credit burden, as it is believed that the suggestion of credit risks or of long-time sales will deter many from export endeavor.

(8) The capital of the selling organization should be sufficient to finance its expected sales and to command reasonable credit from banks. Its management must be as competent as can be obtained. The organization should, as experience and success warrant, establish agencies or branch houses in all important centers. It is to be strongly urged that while ample capital and facilities be provided for in advance, the beginnings be moderate and conservative. While progress in the foreign field is necessarily slow and some early discouragements may be met, it is probable that proper management will bring the success which will warrant steady development.

(9) The selling organization must be autonomous to obtain results. Its management should be amply compensated. It should be controlled by a board of directors having knowledge of manufacturing conditions in this country and with some knowledge of the possibilities and needs of export business. The management should have entire control of the selling organization and of credits.

Simplicity of organization and the utmost economy in operation will be more surely obtained if the selling organization is autonomous and has profit opportunities.

(10) It will be recognized that this plan contemplates an organization representing a large number of manufacturers and that its problems are rather different from an organization representing a comparatively few factories or selling a comparatively few articles of [illegible] or value. The majority of the factories coming into

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n will depend most largely upon the domestic market for
ccess, and a moderate surplus only will be available for
The sale of this surplus abroad, however, will enable them
their plants running at full capacity and with reduction of
l and manufacturing costs. In time this condition may
ınd the opportunity given the manufacturer to share in the
l profits of the selling organization may become most im-
The essential thing to-day is to establish strong, competent,
n selling organizations for the foreign field, and if this can
t is believed that the ultimate results will be satisfactory.

ACTURERS MAKING SIMILAR AND GENERALLY COMPETING UCTS WHO COOPERATE WITH ONE SELLING ORGANIZATION ON MISSION BASIS.

tain groups of manufacturers making competing or similar
but whose surplus for export is limited and whose product
competitive, it is suggested that they unite upon one or two
apable selling organizations in touch with foreign buyers.
ing organzations should have agents or traveling salesmen
he field, and their province will be the sale of the products
oup of existing houses. The compensation of such selling
ɔuld be solely upon an arranged commission basis. The
f this plan will generally be to sell wholesalers or large
ınd, as their credit is generally good, it will be possible
t drafts drawn on them and enable the selling agent to
pay the manufacturer. The selling agent must be com-
n its commission for the credit risk and the expense of
ɛ drafts.
roup should determine in advance upon the tonnage which
ɔorted and must hold this tonnage at the service of the
nt. Orders may be placed with factories or mills most in
ɜiness, with an agreement that profits and losses shall be
mong the group according to the tonnage available for
may on occasion be desirable for one factory to furnish
ıl amount of its products for export without profit, or at
such factory should be compensated by the others in the
the other hand, a factory supplying an excess amount
ıct at a high profit must share its profit with the rest of

S OF RAW MATERIAL WHO UNITE IN ONE GENERAL SELLING AGENCY.

ɨither governmental buying or a combination of buyers
l it may be desirable to have our cotton growers, our
wheat and of raw materials, cooperate in the formation
selling agent or agency for the sale of their product
:h a plan would stabilize prices and probably reduce the
elling. Such an agency, or bureau, could be simple in
expensive in operation. As the buyer always pays the
ɔortation from the seaboard, and as he is largely respon-
hods and form of payment, the detailed work of such
ion would be substantially less than those engaged in
factured articles abroad.

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It is suggested that an agent or company be selected for handling this form of business, and that all producers of each product place their available tonnage for export with that agent. The business can be handled on the basis of a very small commission, or, if preferred, by the payment of a salary which should naturally be substantial in order to secure the services of entirely competent individuals. Where the product is controlled by a large number of individuals or concerns, it would seem desirable to have the entire export business handled by one concern, so that there may not be an unnecessary and unfair competition between the sellers. In certain commodities it may be advisable to form a strong selling company, financially equipped to handle and store products until a favorable market can be obtained. Generally, however, this would be unnecessary, as those products can be marketed gradually. Our home markets will take a large proportion of these products in any event, and it would seem advisable to have our exports go forward with some regularity of shipments, rather than in large amounts at particular times, except as prices and transportation rates may call for increased shipments.

The conditions affecting our raw materials are so diverse that it is difficult to outline any single scheme which will cover all. It is quite probable that the cotton growers and wheat producers can, through cooperative effort, materially better their position in the marketing of their products abroad.

The above memorandum was prepared by a committee consisting of: H. C. Lewis, general manager, National Paper & Type Co., New York City; E. P. Thomas, president, United States Steel Products Co., New York City; E. H. Huxley, president, United States Rubber Export Co. (Ltd.), New York City; Chas. M. Muchnic, vice president, American Locomotive Sales Corporation, New York City; J. J. Donovan, vice president, Bloedel-Donovan Lumber Mills, Bellingham, Wash.; Gilbert H. Montague, attorney.

AN EXAMPLE OF COOPERATIVE FOREIGN SELLING.[1]

It is practically impossible for the small American manufacturer to develop an export business for himself. It is almost equally difficult for the large manufacturer to develop an export business if his goods are in comparatively small demand in any one market. In both cases the expense of investigating markets and the selling of goods is too great. The importance of exporting the products of the smaller manufacturers, however, has hardly been realized in this country. Germany, as an example, has made its goods widely known through the sale of a large number of smaller articles. The German manufacturer has been enabled to do this by methods which are economically wise and beneficial, but contrary to the antitrust laws of this country. Those of us who are actively engaged in foreign trade do not overlook the great benefit which will follow if the smaller manufacturers can be provided with means for exporting a certain portion of their products. Their interest will be aroused, and more intelligent and far-reaching measures for extending our foreign trade will meet with a cordial reception throughout our country.

[1] H. C. Lewis, general manager, National Paper & Type Co., in Proceedings of Second National Foreign Trade Convention.

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be recognized that cooperation among American exporters
ghly advantageous in the present state of this phase of our
ıl activities. With its great apparent advantages are cer-
ers and difficulties which should not be overlooked. As a
know comparatively little about the export game, and we
tunately, obliged to develop very largely in countries
most severe competitive conditions exist. We have no
influence, colonial empires, or reciprocity treaties to help
y European competing nations have. Our export devel-
ıerefore, means the keenest kind of competition every-
requires every possible advantage of management, capi-
and shipping facilities.

e results of cooperative work should be along the lines of
export possibilities for a considerable number of manu-
nd merchants by developing more highly their selling
y a reduction in selling expenses, and by showing a profit
ng organization. The latter may be regarded as the most
feature of any cooperative organization. The manufac-
l and must have a fair manufacturing profit on the goods
lls, but in consideration of this profit, account should be
e fact that this business does not carry the same over-
e which domestic business does. The foreign selling or-
ıssumes the selling expenses, also practically all adver-
ıses and frequently other expenses. The manufacturer
d such a selling organization in the light of a salesman,
look for a considerable portion of his profit from his
profits of the selling organization. By making the sell-
ıtion profitable the manufacturer is insured a larger
fit for himself, and also a more surely permanent and
ısiness. Selfishness, narrow-mindedness, or egotism can
vantageously in cooperation with others.

A PRACTICAL EXAMPLE.

example of what has been done may prove of some ad-
ı illustration of practical results:

ars ago two large American factories were selling goods
rough agents. One of these factories had a very sub-
ess and the other a very limited business. The latter,
e success of its domestic competitor, decided to start a
in Mexico City, carrying a full line of its products and
other factories in order to increase its business by giv-
vice. The other concern contemplated doing the same.
se factories could sell enough of its own products to pay
f its own selling organization in Mexico City, and the
llateral lines manufactured by other factories was neces-
he branch house profitable. These two concerns were
riendly competitors in the domestic market, but by the
viduals connected with each, they finally decided to
es in Mexico and jointly organize a company for the
siness in that Republic. A company for this purpose
with a moderate capital.

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A branch house with ample stocks was established, a manager and full corps of employees were secured. The manager was an American, as was the bookkeeper, but the other employees were Mexicans. The usual difficulties of management ensued, and for two years the business was unprofitable. The immediate oversight and responsibility for the branch house was put in the hands of an individual connected with one of these American houses, so that one man could fully familiarize himself with the details and needs of this business, as it was found to be radically different from domestic business. As a result, managers and methods were changed and the branch house became quite profitable. In time its capital and facilities were increased, and finally a further increase of capital enabled it to establish some branch houses in several cities in Mexico, and a little later in several other countries in Latin America.

As this was done, contracts with various manufacturers making goods required by the particular trade served by this establishment were entered into. These contracts run from 5 to 25 years, giving the selling organization the exclusive right to the sale of the products of these factories in the countries covered. Generally the prices made were such as enabled this selling organization to wholesale their products as well as retail them. It has been the policy of the organization to encourage the sale of its goods by competing houses in two ways: First, by selling them their goods at the regular wholesale prices of a manufacturer; and, second, by maintaining a retail selling price so that a competing house could sell the American goods at a profit. While the wholesale business was not profitable, it created an additional demand for American material, helped the American manufacturer, and indirectly helped the selling organization.

The same process of development led to further increase in capital and then the manufacturers with whom contracts had been made were invited and urged to take stock in the selling organization. To a large extent this was done, and the manufacturer now enjoys a reasonable profit on the goods which he sells, and likewise participates in the profits of the selling organization. All this has been generally satisfactory, as evidenced by the fact that several of the original subscribers to the stock have increased their stock holdings.

This has been the case to such an extent that the two original stockholders have decided, and act upon their belief, that their greatest interest in this selling organization is in their share of its profits, which are greater than the profits they make on the sale of their manufactured product. This is possibly unusual, and an unsafe basis on which to figure, but it is evidence of the results which can be obtained. They are still making a fair profit on the goods which they sell, but they realize that their greater profit is in the full development of business in lines in which they themselves may have no direct interest, but which have a large demand in the territory covered.

HOLD SELLING ORGANIZATION TO RESULTS.

It may be evident from the foregoing that the basis of any successful cooperative organization must be in its control by an individual or a small coterie of individuals who are interested in creating and developing a profitable organization, rather than in making all [illegible] from immediate sales. It is absolutely unsafe to

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handicap the management of such a selling organization by requirements to sell certain goods regardless of profits, or to sell largely for the purpose of marketing certain products, and without regard to the success of the selling organization. An export manager must have a reasonably free hand, since, if he is competent, he knows his business as the man in domestic lines does not know it. He should be given wide latitude as to prices and conditions governing his business, and should be held to results rather than policies.

The selling organization referred to has in some of its contracts agreed that competing factories shall enjoy a certain percentage of its total sales in their lines. While this arrangement has worked out fairly well, it has not been free from difficulties. It may be said, parenthetically, that certain contracts with competing concerns have been canceled because they were found to be in conflict with our antitrust laws. This has been most unfortunate, as the contracts were valuable to the selling organizations, and equally valuable to the factories and worked injury to no one. On the contrary, they were also a practical advantage to the ultimate buyer. None of the parties at interest wanted the arrangements or contracts abrogated, but our legislation made it necessary. In general, the contracts have been made covering the entire products of the manufacturer, and the selling organization has thus far very generally succeeded in satisfying the manufacturers with the volume of business given them. These arrangements have been practically based upon good faith and honesty of purpose. Where similar lines have been made by different manufacturers, certain of these lines for each factory have been particularly pushed, so that their total volume has been satisfactory, even though some of their goods have not been sold at all. In many cases orders are distributed to factories most needing the business at the time, or to those best equipped to handle the particular order. All this has been and can be satisfactorily worked out if the management is free from restraint and is fair in its methods and disposition.

FINANCING AND MANAGEMENT.

The two difficulties in similar organizations are the questions of financing and management. The preceding illustration shows how this one selling organization was financed. It had small beginnings, and has gradually developed into a million-dollar corporation with probably 100 stockholders. The question of management is almost equally difficult, and is really more important. There are, however, available to-day a considerable number of men with large experience in foreign trade, who, if given time, can qualify themselves to handle particular lines. It is, by the way, highly desirable that such an organization should handle only collateral lines so that specialists and experts can be employed, and the best possible selling service be given. A successful branch manager, when found, must be well compensated, and thoroughly supported. It is altogether unwise to establish such a business with a man ignorant of foreign conditions, even though highly qualified in the particular lines to be sold. The experience of the one organization referred to is that a man of ability and energy is preferable to a man of high technical knowledge. The technical man can be employed as a salesman, and can be directed by the man qualified to manage. The technical educa-

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tion of salesmen is a most important matter, but one which should be left entirely to the management.

The selection of a stock to be carried, of orders which should be filled from stock, or should be filled on direct shipment, must likewise be left to the management. Careful consideration of profits as compared with the expenses particularly chargeable against particular orders must be recognized as very essential. A profitable business is frequently done on items carrying a margin less than sufficient to pay running expenses, while very substantial profits can generally be realized on out-of-stock business. Some of these statements are possibly unnecessary and gratuitous, but are made because many manufacturers do not fully appreciate the necessity of a merchandising business, and your selling organization must be conducted solely on merchandising lines.

SUGGESTED TRIAL ORGANIZATION.

The following is suggested as the best method for those concerns who do not feel warranted in investing a considerable amount of cash in an export business to begin with. The first necessity for this organization will be the employment of a competent manager, and it is suggested that he first of all familiarize himself with territories and decide on the best market in which to commence operations.

Let five or ten concerns, manufacturing or handling articles required by practically the same line of customers, and more or less closely related, organize a company of say ten or twenty thousand dollars, each subscribing from two to four thousand dollars of stock. this capital to be used in financing the initial expenses of the business. Then let each concern consign its goods at their lowest export prices on the agreement that payment shall be made as payments are received from the ultimate purchaser. The manager may have either a straight salary, or a salary and a commission, the latter based, either on the volume of his sales, or the amount of his profits, preferably on profits. In this way the amount of cash required will be comparatively small, and the amount of goods consigned by each need not be large. The result, if unfavorable, will not bring a heavy loss to any one concern, while, if success comes, the profits will be quite satisfactory. Arrangements should be made that after a period of say three or five years the capital of the company may be increased, and the consignment accounts cut out. If Americans tackle this export business in the right way, it will be a question of time merely before the investing public will become interested in the capital stock of exporting concerns as an investment, and the capital requirements from the manufacturer will be lessened. It must always be remembered that the cost of freight, duties, and placing goods in any foreign country is rather heavy, and that cash money is required for these expenses. It must also be remembered always that credit is absolutely essential for doing business in practically any country, and that capital must be provided for this purpose.

A SUGGESTION TO INDIVIDUALS.

Another suggestion which is offered—and this may more largely affect the individual than a group of individuals, though the group p[illegible] —is as follows:

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Let the individual manufacturer or a number of manufacturers send an entirely competent man to investigate certain markets. If the field seems hopeful, and difficulty is encountered in raising the capital required to finance the business cooperatively, endeavor to interest some of the many responsible commission houses operating from New York or elsewhere in this country, and arrange with some entirely responsible house to put in a local stock of goods on such terms as may be arranged. Supply such commission merchant with a technical salesman, if necessary, at the expense of the manufacturer. The advantage of this plan will be that the commission merchant is or should be entirely responsible for the ultimate payment for the goods shipped, and for the accounts. It eliminates credit risks, and in many cases such an arrangement may be preferable to the organization of a separate company, even though the selling profits be less. We have many splendid commission houses in this country who should be urged to put in local stocks for the benefit of American manufacturers, and for the purpose of giving the best local service to customers. In practically every case of this kind, however, it is necessary to supply a competent technical salesman so that the merits of the goods sold can be properly presented to prospective customers.

WHAT IS NEEDED TO ASSURE SUCCESS.

In conclusion let me say that the difficulties of cooperative work are serious unless the question is approached in a broad-minded, far-seeing spirit. We should be interested not in the orders of to-day, but in future permanent business. If a foreign selling organization having goods of real merit, and in demand abroad, is organized and managed in the proper way, its success is assured, and it means ultimately great benefit to those interested, and to this country. The average manufacturer can not hope to export his goods in a satisfactory manner, nor to create a permanent demand for them unless he is prepared to spend some money in advance for the absolutely necessary financial requirements of the work. The agent who takes his line on a commission generally does not create a permanent business, and he generally requires the manufacturer to assume the burden and the risk of credits as well. A local concern, and this statement is made as the result of experience, can and does collect as a manufacturer situated a long distance from his customers can not. The seller who is in daily touch with his customers can collect more promptly, his customers grow to depend upon the local stock, and they, of necessity, pay more promptly because of their requirements.

It can be said also that one strong concern representing a number of manufacturers of allied lines can do a larger volume of business on less capital, with less selling expense, at a greater profit, and give better service than a considerable number of individual concerns working alone.

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CHAPTER IX.

EFFECTS OF MARKET CONDITIONS ON SELLING METHODS.

INTRODUCTION.

The approach to the sales problem in the preceding chapters has been made to state the functions and operations of the trade channels and to illustrate by miscellaneous lines and markets. In this chapter the problem is how to market a particular line in several selected markets. It is primarily a contrast of markets and the selections present market conditions in detail.

The classification "Hardware" includes some 95,000 articles. The trade classifies hardware into many subdivisions, some of which overlap. Some of these classifications are as follows: Heavy hardware, including merchant bars and rods of iron and steel, etc.; shelf hardware, including articles usually placed upon the merchants' shelves in drawers and boxes, such as bolts, screws, nuts, etc.; builders' hardware, such as window fasteners and door fittings; household hardware, such as ice-cream freezers and refrigerators, stoves, flatirons, utensils; agricultural tools, such as hoes, scythes, picks; tools of trade, such as saws, planes, etc.; cutlery, etc.

Probably the majority of the articles carry no trade-mark, many of the articles are "specialties," others are "extras." Manufacturers produce from one to several hundred of these articles. Consequently the sales methods depend upon the article or articles produced, the volume of the output and selling expense it will carry, as well as the market conditions in the foreign country.

The manufacturer's relation to the export trade depends partly upon the nature of his output and largely upon the marketing channels in this country. He may be represented in the exporting center by a manufacturer's agent, who in turn connects with the jobber or wholesaler, who in turn comes in contact with the export merchant and commission house, sometimes direct, sometimes through a broker; or the manufacturer may deal direct with any one of these parties or with the resident or visiting buyer from a foreign market. His representation in the foreign market may be through any one of the usual export channels. The goods are sold by catalogue, by sample, by specification, by demonstration, as well as by sales talk. The task of the salesman, whether he be a manufacturer's export agent or represent a middleman, is often complicated by the number of samples which he must carry. Typical organizations in foreign

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markets are illustrated by the "foreign" importer and his comprador in the Chinese market and by the "importing house," whether it be a foreign trading company or a domestic house, in Brazil and Australia. The necessity of large and varied stocks available for supplying the retailer makes direct dealings between the retailer and the manufacturer impracticable except in a few lines. The situation seems to be that the value of the export middleman varies conversely, and of the foreign agency inversely, with the distance of the market and the diversity of its trade customs. This is illustrated by contrast of the markets of France and Russia.

The selections were made to emphasize, by contrast, the marketing conditions in a developed country (France), in an undeveloped country (Brazil), in a progressive English-speaking country with small population (Australia), and in a backward country with a different civilization and a large population (China). The excerpts illustrate the functioning of the several export channels discussed in previous chapters under the marketing conditions found in these countries.

MARKETS FOR AMERICAN HARDWARE IN FRANCE.[1]

INDUSTRIAL DEVELOPMENT.

France has a population of about 39,000,000, on 207,000 square miles of territory. Its colonies have an area 20 times as large and a population of only about 40,000,000, of whom more than 90 per cent are natives who do not use much high-class manufactured goods. However, the French North African colonies offer a steadily increasing market for certain kinds of hardware.

In many respects France is one of the most developed of all countries. Its means of communication consist of over 25,000 miles of railroads, 8,500 miles of navigable waterways, of which more than one-third are artificial canals, and the best network of roads possessed by any country in the world, the national roads alone extending over 24,000 miles. Havre is the great commercial port in the north. The roadstead of the Seine River is used for anchorage as far upstream as Rouen, and Paris is served by barges on the Seine from Rouen. Cherbourg is the main northern port for passenger travel in times of peace. On the west coast there are excellent harbors at Brest, St. Nazaire, La Rochelle, and Bordeaux. On the Mediterranean coast is the great port of Marseille. At present all the French ports and the railroads leading from them to the interior are greatly congested.

The chief industry of France is agriculture, which is practiced by more than 8,000,000 landowners. More than nine-tenths of the surface of the country, excepting the high mountain regions, is under intensive cultivation. Agriculture is supplemented by the breeding of farm animals of all kinds. Coal mining in normal times produces only about 4 per cent and the iron and steel industry about 7 per cent of the world's output. France has important paper, porcelain, and

[1] From "Markets for American Hardware in France, Algeria, and Morocco," Miscellaneous Series No. 49, Bureau of Foreign and Domestic Commerce.

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glass manufactures, and before the war was one of the most important makers of textiles of all kinds. Its silk industry was the largest of any single country. Gloves, perfumery, and soap are other important articles of manufacture and export. Because of the lack of coal in sufficient quantities, together with the relatively high cost of extraction, the French factories have felt the competition of Germany, the United Kingdom, and Belgium to an increasing degree in practically all branches of the hardware trade.

High development in the arts and industries gives rise in France to the extensive employment of hardware and tools. Mechanics' tools and agricultural implements are widely used, as well as all classes of construction goods for manufacturing, such as rivets, nails, screws, and bolts. Owing to the shortage of forest wood and the conservation of the standing timber, there is only a limited demand for axes, but there is a market for woodworking tools for sawmills, boat builders, and pattern shops. Tools for brick and stone work are called for more than carpenters' tools. There is a demand for marine hardware, but it should be designed to replace the pieces already existing. The automobile industry is highly developed, and in normal times large supplies of machinery and tools are needed in this line of manufacture.

There is the ordinary demand for cutlery and house-furnishing goods, although custom and the low wage for house servants have limited the use of the new labor-saving household devices commonly found in the United States. Refrigerators, lawn mowers, meat choppers, ice-cream freezers, etc., are known and liked here, but, particularly in the country districts, they are somewhat hard to sell. Stoves of special types are more in demand than central heating apparatus, and until recently there was only a limited use of articles connected with sanitary plumbing. However, considerable interest in this direction is developing, particularly in the cities, and in the near future there should be a market for American plumbing fixtures. At present English plumbing fixtures predominate.

FACTORS AFFECTING TRADE DEVELOPMENT.

Of the 87 Departments (counties) comprising the Republic of France, the 3 Departments of Meurthe-et-Moselle, Ardennes, and Aisne, on the Belgian and German borders, were probably the most productive of iron and steel manufactures. The northeast of France has been the main industrial region, though there are also important metallurgical establishments in the neighborhood of Havre, in the French Pyrenees, and along the Swiss border. The bulk of the coal and of the iron ore of France came from the northeast, and the principal hardware factories therefore were located in this section. A large part of this industry is of recent origin. Of the 50 mining companies operating in the Department of Meurthe-et-Moselle, which produced in 1913 about 20,000,000 tons of ore, a number formed combinations with iron founders in the adjacent Department of Ardennes for transforming their ore into finished or half-finished products. This movement attracted a number of smaller manufacturers of all kinds of iron and steel products to settle in the three Departments referred to.

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Before the war German, English, and Belgian hardware competed for the French market, with Germany far in the lead. In 1913, of total imports of 24,917 metric tons (1 metric ton=2,204.6 pounds) of machines, tools, etc., Germany supplied 12,044 tons, while England came second on the list with 5,092 tons, and Belgium sold 2,452 tons. The United States sent 4,456 tons. The value of the German sales in France of machinery, tools, and metal goods amounted in 1913 to almost 200,000,000 francs. By the operation of the French tariff European countries had a distinct advantage over the United States in entering the French market. Many American articles of hardware are obliged to pay the general French tariff rate, while goods of European manufacture pay a rate that is about 33 per cent lower. For example, on iron or steel wire of certain dimensions American manufacturers pay 10.50 francs per 100 kilos, whereas European manufacturers pay 7 francs. Certain kinds of transmission belting from the United States pay 100 francs per 100 kilos, as against the 65 francs paid by European manufacturers shipping into France. American air rifles pay the rate of 450 francs per 100 kilos, but European air rifles pay only 300 francs. American try-squares and graduated rules and gauges pay, in some cases, 450 francs per 100 kilos, whereas those from European sources are dutiable at 300 francs. On many hardware articles, however, the United States enjoys the benefit of the French minimum tariff.

The American hardware industry is already fairly well represented in France, through branch houses and through several "commissionnaires" located in Paris and the other large cities. Probably no first-class hardware store in France fails to offer some American hardware and tools for sale, such as locks, door holders, clippers, hinges, various tools, agricultural implements, meat choppers, and ice-cream freezers. There is no prejudice against American goods.

Perhaps the most important barrier for American goods coming into France lies in the difference between the French and the American system of weights and measures. Trouble is often caused by the fact that many tools and many of the smaller articles of hardware sold in quantities must be designed to metric-system measurements, being intended to fit into other articles or apparatus already made according to this system. This difference means new designs, new sets of drawings, new screw-cutting tools and drilling jigs, different sizes and lengths of screws, nuts, washers, rivets, bits, drills, individual wrenches, etc. Measuring instruments, when offered in France, must indicate millimeters instead of inches, kilos instead of pounds, etc.

SOME PECULIARITIES OF THE MARKET.

While American hardware is well known and appreciated in France, it is not so widely used as it should be, partly because it is high-priced, partly because other foreign hardware (German and English) was more readily available to the French buyer, but chiefly because the average American manufacturer, who has not made a close study of foreign markets, does not adapt his goods to the whims, the habits, or the needs of the French buyer. This is true especially in builders' hardware. The average American manufacturer does not take into account that in France raw materials are scarce and

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the quantity used in construction work must be reduced to a minimum. All plans and designs in France take into account this scarcity of material, and they can not be changed to utilize the better but heavier and more costly accessories that come from the United States. For example, French doors are never more than 1¼ or possibly 1½ inches thick, whereas in the United States a 2-inch door is generally considered the proper thing; therefore American mortise locks have often been unsuited to the French market.

Carpenters and masons and most laborers have to furnish their own tools in France. They can not afford ta pay the prices charged for American tools and they buy the cheaper German or other foreign articles. Mechanics, however, are generally provided with the necessary tools, and many French manufacturers are alive to the superior quality of American tools and buy them for their men. Herein, perhaps, lies the explanation of the fact that the United States supplies many more mechanics' tools to France than carpenters' and masons' tools.

Again, it is charged that in many lines where American hardware has a special advantage in this market on account of quality or adaptability the manufacturer tries to get too good a price and thereby spoils the market. The German or Englishman copies the American model, in some cases making a slight change but more often copying it absolutely, and then sells his product at a lower price. The Frenchman finds that the imitation has practically all the good points of the product first presented to him and of course buys it because the price is much more satisfactory.

With some foreign sellers price was apparently no object. They tried to get control of the market at any cost, after which their sales would so increase that their cost of production per unit would decline enough to yield a profit even at the "dumping" price. After the control of the market was secured, it was not difficult to advance prices a little if necessary. French dealers have told this office that they could often "bluff" certain salesmen by saying that such and such a house was offering a certain article at such and such a price and promptly these salesmen would reduce their prices to whatever figure was necessary to get the contract.

In spite of their remarkable sales in France, German hardware products were regarded by the French as inferior to home manufactures. The native French product was always the most acceptable to those who could afford to pay the price. The Frenchman is generally a seeker of perfection, and the fine work for which France is famous is the result of that love of perfection.

SYSTEM OF CONDUCTING HARDWARE TRADE.

RETAIL ESTABLISHMENTS.

Hardware is distributed principally through retail establishments, of which there is a very large number in France. The following list will show where one may reasonably expect to buy at retail the articles included in the term hardware:

Tools: Hardware stores, department stores.
Cutlery: Special stores, department stores.
Br[illegible]re: Hardware stores, locksmiths, department stores.
S[illegible]ous, according to line.

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Cabinet hardware: Difficult to find, except in trade shops.
Car hardware: Difficult to find; not carried as such.
Carriage and wagon hardware: Difficult to find, except in trade shops.
Marine hardware: Special stores.
Automobile supplies: Garages, bicycle stores, department stores.
Bicycle supplies: Garages, bicycle stores, department stores.
Electrical supplies: Special stores.
Enameled and tin ware: Hardware stores, glass and porcelain shops, house-furnishing stores, department stores.
House-furnishing goods: Hardware stores, glass and porcelain shops, house-furnishing stores, department stores.
Harness trimmings: Difficult to find, except in trade shops.
Chains: Marine stores, hardware stores, iron merchants.
Sporting goods: Various, according to line, department stores.
Lamps and lanterns: Hardware stores, house-furnishing stores, department stores.
Abrasives: Hardware stores, cutlery stores, department stores.
Refrigerators and woodenware: Hardware stores, house-furnishing stores, department stores.
Firearms and ammunition: Special stores.
Paints, varnishes, and brushes: Special stores, department stores.
Stoves: Special stores, department stores.

The larger retail hardware houses generally carry complete lines of tools, other hardware, and house-furnishing goods. There are very few establishments in France that make a specialty of house-furnishing goods alone, as there are in the United States and to a considerable extent in England, Germany, and some other European countries. There are several large department stores in France and most of them have house-furnishing departments.

Many retail hardware merchants are of sufficient importance financially to venture orders for goods from American manufacturers, but their chief objection is that the annual volume of business transacted by any single firm—even the most important ones—would not warrant direct importation from the United States. They prefer to buy American hardware through the agencies in Paris and some of the other large French cities. This method of buying through the middleman makes the prices slightly higher, but it also saves the dealers the annoyances and difficulties of transportation, freight rates, and customs formalities, and at the same time prevents the necessity of laying in relatively large stocks of merchandise for which the demand might fail. Just now the difficulties of obtaining stocks from the usual central agencies have obliged many dealers to buy direct, but transportation problems are so acute and the dealers so unfamiliar with the routine of shipping from the United States that good results have not been secured. Present conditions explain why many French dealers have endeavored to get into direct touch with American manufacturers, and in one of the Atlantic seaports of France a few dealers have expressed a desire to buy direct without the intervention of the central distributing agencies in Paris, Bordeaux, Marseille, etc.; but the habits and wishes of the majority of the dealers are decidedly in favor of the central agencies.

It is important to keep in mind the conservative ideas of the local dealers, particularly their disinclination to carry stocks of merchandise beyond their immediate needs. They frequently have to wait for goods ordered at the last minute, but they have long been accustomed to this method of doing business. France does not cover a large area. In peace times the railway service is good, ord[illegible]

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by mail to the central depositor are quickly received and filled, and deliveries are usually made within a very short time.

In the majority of small retail stores not much attention is paid to the accurate pricing of articles; the retail price is not exactly determined and adhered to but is arrived at by regard for competition and by the supply and demand in the district. In this respect the small dealers in France are probably not different from any in the United States. In the country districts in France the retail prices are usually a little higher than those of Paris and other large cities.

METHODS OF DISTRIBUTING HARDWARE TO RETAILERS.

In France there are no jobbing houses, according to the American conception of the term. A New York export house and its Paris branch have the French agencies for various American tools and hardware, and so have other American companies in Paris. Such concerns have salesmen who regularly cover the territory, soliciting the business of the retail dealers. In addition, there are prominent French wholesalers of hardware, mostly in Paris and in a few other centers like Lyon, Marseille, and Bordeaux, which send out their salesmen through the Provinces and thus serve the retail dealers with French, British, American, and, before the war, German hardware. It is reported in some quarters that of late these "commissionaires," as they are called, are losing ground so far as their handling of French hardware is concerned, owing to the increasing desire of some of the French manufacturers to do a direct business with the dealers. Some British manufacturers have commenced to establish direct relations also, and before the war the German houses had direct relations from factory to retail store pretty well established. The excellent facilities for transportation in France and Germany enabled the German manufacturer to make quick deliveries to a retailer in almost any part of France.

TERMS—ADVERTISING.

Merchants in France object to paying f. o. b. American port. American export trade would be greatly increased if manufacturers would make it a rule to quote c. i. f. French port or, better, with the duty included and delivery made on the premises of the buyer. All American houses established in France do this; otherwise they find themselves handicapped because their competitors from other countries have thus figured their prices. This is not only an accommodation to the dealer in regard to the delivery and the price to him but it enables him to make ready comparison between the cost price of the American goods and that of his home supply or other foreign source. With the prices must be given the gross weight and the net weight of the shipment. In France the duty is specific (by weight); and if the quoted price is not for delivery to the premises of the buyer, he must know the exact weight so that he can calculate in advance what the duty will be.

Advertising is employed to some extent in the distribution of hardware, but not so widely as in the United States. In France advertising consists in the mention of a firm's name and the articles in which it specializes. For this kind of advertising the best medium

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dot-Bottin, the French commercial yearbook and directory, there are a large volume for Paris and two large volumes rovinces each year. The publication is excellently indexed ıe of the best detailed trade directories in existence. It is constantly by all classes of buyers and sellers in France.

ETHODS OF ENTERING FRENCH HARDWARE MARKET.

CORRESPONDENCE.

y difficult to sell in France from the United States by cor- ce. The sending of a series of well-written letters in French logue printed in French, with its prices, terms, weights, and in the French standards, will create an interest among alers, but in general it will require more than the sending ıterial to make them buy, particularly in the Provinces of ıere one does business with the conservative dealer. More- g to the dealers by correspondence from the United States irect shipments from the factory, which is not the custom Those who would try to sell by correspondence, however, r in mind that France is 3,000 miles away, and if all essen- are not included in one letter and catalogue several weeks time will be lost in further correspondence. It is worse s to send letters and catalogues in English. Let the Ameri- ıcturer ask himself what he would do with even an illus- logue received from France with all the measurements, ices, etc., in French and the metric system, if he knew little h and little or nothing about the metric system.

EXPORT COMMISSION HOUSES.

ially the export house is a pioneer, and when used in this American manufacturers trying out foreign fields it is ıe best and cheapest method. But such export house efully selected, for it must be a house of excellent stand- whose connections in the particular foreign country are ; must be one that handles American goods exclusively. as seen harm done to American commerce by the Euro- tions of even good American export houses. These for- tions made it a rule in some cases to take a certain ıe solely in order to control and limit its sales, and thus ıarket for some competing European product for which so agents. Other theoretical objections to distribution ort houses are the following: They can not always be carefully to transmit complaints and suggestions to als; there is necessarily a distribution of attention among facturers' goods, and each manufacturer loses the per- hat is so valuable and therefore does not obtain a fair ossible trade in his goods; and, finally, the cost to the eased.

er hand, a New York export house with a Paris branch anization for distribution in France, sends its excellent thousands of French dealers, and has a large staff of ring the territory. Besides the large general catalogue,

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this house publishes a number of special pamphlets and small booklets, which are distributed from time to time to French dealers. Excellent work in France and in other European countries is also being done by another American company with a large establishment in Paris for attending to the French trade in various American products, of which hardware and machinery are leading lines.

TRAVELING SALESMEN.

The United States does not yet possess a large class of commercial travelers who, in addition to salesmanship, have a command of French and a knowledge of the actual conditions of the French market. Selling by traveling salesmen was much practiced by Germany in France, but Germany had ample material for this kind of work. Until the United States can send out its own salesmen who know the language it will probably be best for American manufacturers to rely upon French native houses with a staff of native travelers, unless a branch house is opened in France. Furthermore, it is difficult for a single salesman or for a group of salesmen, acting directly for the American manufacturer, to take full charge of all shipping details, from the initial correspondence or personal call to the ultimate delivery of the goods on the dealer's premises. For such work the salesman must know the French language, customs, and characteristics or he will be greatly handicapped.

Samples of merchandise brought into France by traveling salesmen from foreign countries, to be used for the purpose of selling goods, receive the same customs treatment as samples carried by the French commercial travelers for similar purposes in the corresponding foreign country. Under this arrangement it has been customary to require from American commercial travelers coming into France the payment of the usual duties on their samples, for which payment a special receipt for temporary entry is given and the whole amount finally refunded upon evidence that the samples have been taken out of France.

FRENCH AGENCIES.

It is considered advisable to follow the French custom of distributing through central agencies in the large cities. Excellent work has been done by the American houses in Paris, which distribute, to all intents and purposes, as do the native houses. Native houses are employed for the distribution of many lines of American goods besides hardware, and, next to the establishment of a branch house where the volume of business warrants it, the native house is the best agency for selling in France at present. In fact, the central distributing agencies have the sale of many American hardware articles fairly well in hand, and American manufacturers who are now distributing here will probably have to adopt the same plan in order to commence in France.

Care must be exercised in selecting native houses or other central agencies, and arrangements should be made for them to have a complete and adequate stock on hand at all times. Furthermore, all transactions with a native house must be carefully and expertly handled. If the native house has convinced the American manu-

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facturer that it is able to act for him, the manufacturer should accord every possible support on his side.

The following complaint was recently made by a reliable French agency: One of the largest American manufacturers of metal tableware (name given) sent a sample piece of cutlery, asking what the possible market might be therefor. No information was sent with regard to the composition of the metal—whether solid or iron or steel plated with nickel, etc. The French tariff is levied according to metal and weight. The customs authorities could not, with one sample, satisfy themselves fully as to the composition of the metal, and requested of the native house three or four additional samples and also a written statement as to the composition of the metal. When this matter was referred to the American manufacturer he declined to go any further into the matter, saying simply that the composition of the metal was a "secret process" which he would not reveal to anyone. This seemed to the native house a lack of cooperation on the part of the American manufacturer, inasmuch as the sending of additional samples for examination, together with a formal but not necessarily a technical description of the composition, would probably have enabled the customs authorities to classify the article properly for tariff purposes.

Many native houses regularly ask for exclusive charge of all France, and sometimes negotiations between American manufacturers and native houses have failed on this point. It is the opinion of this office that the American hardware manufacturer who desires seriously to enter this market should select more than one of the best native houses—one in Paris, one in Bordeaux, one in Marseille, etc. Several large and important native houses in the French Provinces are not satisfied when a house established only in Paris attempts to serve their portions of France. One of the most important distributing agencies in the Havre district is anxious to represent all kinds of American hardware, with the possible exceptions of agricultural tools and house-furnishing goods. Its annual turnover is about $250,000, and its stores are well cared for and up to date. It manufactures a few bolts. A large house in Paris and Lyon is well equipped for handling American hardware and would like to hear from American manufacturers. This house represents several lines of American machinery and tools and wishes to add others.

In regard to an exclusive agency being granted to a house in Paris, Mr. Hutt, American vice consul at Nantes, makes the following comment:

> I have carefully followed this question for the last year and have gained the impression that this district desires to trade direct with the producer without passing through Paris. Indeed, Nantes wishes to be its own distributing center. I am aware of the difficulty of overcoming the prevalent idea that Paris is the natural distributing center of France; but when one considers the admirable geographical position of Nantes, one is obliged to concede that the movement in favor of making Nantes the distributing center for northwestern France deserves some attention.

RESIDENT AMERICAN AGENTS.

It seems to this office that a resident American agent could well supplement the work of native houses. In fact, an exceptionally well-qualified American could undertake the work of selecting three

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or four or more native-house agencies for his company. He could make his headquarters in Paris and could periodically visit the native agencies in the other large cities and help them in countless ways. He would make the personal connection between the manufacturer and the native houses, which in France is an element of extreme importance. He could confer with the native houses and make suggestions as to wall and counter and window displays and other advertising, direct or indirect. He would be able to tell with fair accuracy whether his company was getting from a certain district all the trade it should have. This is the plan followed in the case of some American goods. For example, an American varnish company has a resident agent at Havre, through which port most of its shipping is done. He has a special arrangement with his native houses whereby, if he thinks it advisable in order to help land a certain important order, he can take up negotiations already started by the native house. He has full power to close such negotiations and receive payment therefor for the account of the parent house in the United States. He visits all his native houses regularly and spends several days in each district, thus familiarizing himself thoroughly with the actual market conditions. When at Havre he occupies himself with matters of general policy and with shipping and customs problems. This plan might give excellent results for a big American manufacturer who is not ready or willing to open a branch hardware house in France.

A resident American agent must be unusually well qualified. He must be a representative in whom the manufacturer has absolute confidence; he must know his goods; and he must know the French language, the French people, and French business conditions thoroughly.

BRANCH HOUSES.

For the big American manufacturer of all classes of hardware the establishment of a branch house would be a good method. It would not be easy and it would be expensive at the start, though not unreasonably so. For a manufacturer of special and limited lines of hardware it would not be practical. Except for a complete line of hardware, the demand would probably be too small to justify the expense of opening and operating a branch house. American concerns that install here a branch that can not itself look after repairs and replacement of hardware and machinery should have a working arrangement with some local factory for such repairs and for the making of special articles for occasional needs. The difficulty of promptly making repairs and replacements is no small handicap to the American hardware business in France.

It is suggested that it might be a good plan for American hardware manufacturers to combine to open a branch house in France. For example, lock makers, toolmakers, plumbing suppliers, etc., are often specialists in the United States. Suppose 10 such noncompeting concerns combine to open a branch house in Paris. Let it be known as a distinctly American institution, ready and willing to supply absolutely any article wanted, and let it be in charge of a capable resident American agent. Perhaps rent would amount to $10,000 and office and warehouse expense to another $10,000 for the first year. This would be only $2,000 for each of the 10 associated compa[illegible]an absolutely thorough test could be made in regard

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easibility of their entering France on a favorable basis. Even xpenses for the first year were to amount to $40,000, this would $4,000 for each manufacturer, and that sum would quickly it if he tried out the market alone and on a much smaller If one concern in the combination found out after one or irs that its particular line would not be an overwhelming suc- could easily retire in favor of some other manufacturer new 'combine" or in favor of some one or all of the remaining It would be best to operate in France as a French company, ed under the laws of this country. Most of the houses here e part of big enterprises in the United States operate as companies.

AMERICAN NOVELTY STORE.

mewhat different suggestion has been made by a Frenchman r many years was in the export and import trade in New He believes that there should be, in Paris to begin with, an an novelty store, which would become known to the French center for all articles that are new and successful in the States. In France he would have it advertised solely as the an novelty store, and in the United States he would make it ly known that at all times an American manufacturer could the American novelty store any tool or machine or hardware or device to test its selling qualities in the French market. ild have such novelties sent to Paris as a matter of course and t previous negotiation with the store.

METHOD OF FINANCING SALES.

n credit is given in France it is to well-known and reliable The average French manufacturer is more conservative in than is the average American manufacturer. The French- refers not to sell at all than to take the slightest risk. The hardware houses pay a month after the last day of the month h the goods were received, and expect a discount of 2 per cent h payment. Payment in two months is generally accorded a it of 1 per cent. Only to very special customers is any dis- llowed on a three months' payment. In some cases interest erred payments is charged and collected, but in many cases it It must be borne in mind in this connection that the French is opposed to paying for goods that he has not received and t been able to inspect.

financing sales there is extensive use of drafts or "traites," ng to European custom. This enables many comparatively firms to carry on a business larger than might be expected heir size and capitalization. Sellers get their drafts discounted have the use of their money immediately, during the time that stomer has the use of the goods. There are three kinds of : (1) The traites that are made out by the creditor and ac- and signed by the debtor, in which he agrees to pay at a cer- ite. These are discounted at low rates by the banks, particu- f the debtor is favorably known, and they are presented to the

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debtor, who must pay them on the date they are due. To attend to the collection of these payments the bank usually sends its messenger, who is paid in cash—seldom by check or other transfer of credit or funds. The large amount of money often carried by one of these bank employees is perhaps one of the worst points of the system. These traites often change hands many times before the date of payment. (2) The traite that is not signed by the debtor and for which he is responsible only in so far as he owes money to the drawer or his indorsee, who, needing some money, has used this means to obtain it from the bank. (3) The "traites de complaisance," in which two companies in relations with one another make use of an accepted draft in order that one may obtain the money of which it is in need. There is no actual sale of goods between them, and no specific commercial transaction is the foundation of the traite de complaisance.

When dealing with the French Government, all charges for contracts, etc., must be paid by the contractor. In such a case payment, unless otherwise provided for in the contract, is made by postal order for small sums and by order on the national treasury for larger sums.

SUGGESTIONS TO AMERICAN EXPORTERS.

The following suggestions are offered to American exporters:

(*a*) Make a careful study of the entire situation, with particular regard to the proper division of the territory to be exploited. To each division decided upon should be assigned a trained representative from the home plant or a carefully chosen native agency.

(*b*) Quote prices in the terminology of the country and correspond in French, if possible. However, good English is better than poor French. Put 5-cent stamps on letters of ordinary weight to France. Every time a letter is delivered here with only 2 cents prepaid postage, the addressee has to pay not only 3 cents short postage but an additional 3 cents as a penalty. To pay 6 cents on an occasional letter from abroad probably arouses no ill will on the part of the French merchant, but to pay it frequently is exceedingly annoying. In every mail from the United States for this office there are several letters for which it is necessary to pay the 6 cents extra. Although the offenses are not so numerous now as formerly, they are sufficient to cause considerable annoyance and expense.

(*c*) Advertising of any special kind should be undertaken with the help and advice of well-informed French people. The American manufacturer may be receiving the best of results from a certain advertising idea in the United States, but before introducing it in France he should submit his plans to people in that country.

(*d*) Do not make any claims about the merchandise offered that can not be substantiated, and always give careful attention to requests and suggestions from buyers in France. The American word "bluff," has recently become part of the everyday vocabulary of the French people, and the idea that it represents is heartily disliked.

(*e*) There are commercial tribunals at the chambers of commerce of France that appoint experts to decide cases of dispute or damage to goods. They are usually honest, painstaking, and just. It is better policy and less expensive to accept the rulings of these tribu-

to court.

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(*f*) There are bonded warehouses at the big seaports where goods may be stored until they are sold. Americans should take advantage of these in order to pay customs duties as late as possible and tie up less working capital. Usually it takes only three or four days to get goods out of bond.

(*g*) It is advisable to register trade-marks in all foreign countries in which the American manufacturer contemplates introducing his goods. It is not difficult for an unscrupulous person to register a trade-mark of a well-known American brand of goods that he believes will eventually be introduced into France. When the goods are introduced he is in a position to demand considerable amounts from the rightful owners of the trade-mark in exchange for relinquishing his claim. The registration of a trade-mark is a simple and inexpensive matter and should not be neglected by any manufacturer who contemplates entering this field.

(*h*) Patents also should be protected abroad. Reference has been made to the fact that foreign manufacturers have copied American models and inventions almost as soon as they appeared and sold apparently similar products in France at lower prices.

(*i*) Certain American tool makers now in this market are making use of a neat and compact display rack or case that can be put without difficulty in a small show window, and so display the full line, or at least the leaders, in a very attractive way. This plan appears to bring good results, and it might be well for others to adopt it and enlarge upon it. Many hardware retailers in France keep their goods done up in paper packages in order that they may look new and bright. Customers therefore do not see any articles except what they ask for. The display rack or case would overcome this difficulty.

Such hardware as tacks, nails, screws, etc., is sold by weight or by guesswork. If one asks the hardware clerk for 5 cents' worth of nails, the latter goes to a drawer or bin and brings out a handful or so. Small packages of such articles containing either a definite number or a definite weight in grams should prove attractive.

(*j*) It would be well for the American manufacturer to make frequent visits to the European markets, in order to learn foreign customs and methods of business, rather than to demonstrate the superiority of American practice.

(*k*) Adequate banking connections should be established in order that reasonable terms of payment can be arranged and also adequate protection for the American manufacturer. It would seem essential that the manufacturer establish a special list of prices for export, which should have a certain degree of flexibility so as to permit of a reasonable amount of the bargaining customary in Europe. At first let American products be sold at cost, if necessary to meet competition by cheaper goods. Once American products are in the market thought can be given to securing better prices for them.

(*l*) Perhaps most important of all, American manufacturers should get together and work in common and should see to it that their representatives in France do the same. Every American article of hardware sold in Europe is a permanent and very effective advertisement for the whole industry.

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BRAZILIAN MARKETS FOR AMERICAN HARDWARE.[1]

SALIENT FEATURES OF TERRITORY.

In endeavoring to give a clear idea of Brazil as a market for foreign goods it is necessary, first of all, to point out certain important differences that exist between the various parts of the country. Attention has frequently been called to the fact that Brazil, from the economic point of view, is really made up of a number of countries with widely divergent characteristics, and it is probably unnecessary to emphasize all the elements of difference here. But there are two factors that it may be well to stress, because they furnish a sort of key to the varying demand for imports that may be found in sections which, at first glance, would seem to be similarly situated in relation to foreign trade. These two points are transportation facilities and the character of the inhabitants. Development of transportation facilities measures, in a way, the march of economic progress and has a direct bearing on the size and character of the market for other than local goods, while the growth of energy and intelligence among the mass of the population produces discrimination as to the kind and quality of the merchandise that the people will seek to purchase.

Except in a narrow belt along the Atlantic coast of Brazil, transportation facilities have been left very largely in a "state of nature," and only on the great waterways of the Amazon Valley has nature provided anything like easy means of communication. But the Amazon Valley is relatively uninhabited and comparatively unsuited by climate and other physical conditions for becoming the seat of a dense population. The result is that the greatest commercial activity of the country is to be found in the narrow belt along the Atlantic coast from Pernambuco and Rio Grande do Norte south to Rio Grande do Sul on the Uruguayan frontier. Within this belt transportation is provided for by railways that run, in the main, at right angles to the coast, starting at some port, large or small, and extending inland over the difficult coast "serra" for distances that vary from one to several hundred miles. These railways penetrating the interior are more numerous as one passes southward, being relatively infrequent in the north. In general, the movement of passengers and freight north and south along the coastal belt is effected, not by land at all, but by coasting steamers. In the southern half of the series of Atlantic States there is, it is true, railway development paralleling the coast along the plateau beyond the summit of the "serra"; but in the main, except where the distances are short, passengers and shippers of freight alike prefer to move from State to State by coming out to the coast and taking sea passage.

The States that are best provided with overland facilities are São Paulo, Rio de Janeiro and Rio Grande do Sul, and the relative ease with which people and goods can be moved about in these States goes a long way toward explaining the higher economic development of these sections and their greater demand for foreign goods.

[1] From "Brazilian Markets for American Hardware," Miscellaneous Series No. 47, Bureau of Foreign and Domestic Commerce.

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DIFFERENCES IN POPULATION—CHARACTER OF GOODS USED.

character of the inhabitants of the various States is also different. Rio Grande do Sul, Santa Catharina, and Paraná a large population of German descent; São Paulo, many is; Rio de Janeiro and Bahia, many Portuguese. The rest of presents a much larger native element and a greater mixture ıy foreign nationalities. These differences not only affect the ınality" and character of the foreign goods demanded; they ɛert a profound influence on the methods of doing business. : the people are more intelligent and energetic, they are as a ɛtter acquainted with the customs and products of other coun- nd are more discriminating in their demands. They are more to realize that low price does not always mean economy and requently demand the very best that can be had, even if the ɔe high. The poorer, less intelligent populations, on the other lack both ambition and discrimination. They are content to ithout what are called modern conveniences; they need but few that are not produced in their own vicinity, and what they ɣ is nearly always of low price and inferior quality. In very t localities, off the few lines of frequent communication, one ɔut little hardware of any sort in use. Builders' hardware is eded, for the dwellings are crude huts; household utensils are ; exclusively of earthenware; and the few implements and tools ed are mainly the product of some small local forge.

soon as one travels any distance away from the larger cities s Rio de Janeiro, São Paulo, Santos, Bahia, etc., one finds that n goods of any sort become scarce, and that those of the better ies disappear entirely. In the most distant regions the ra," or native peasant, requires nothing but a rude shelter, his his dogs and a few hunting implements. In his household gements he gets along mostly with things that can be made of or earthenware. Only as transportation facilities reach out to his land does the necessity for other things make itself nd then only very slowly. It begins to show in a demand for simple articles such as tin drinking cups and pots, very cheap s, forks, spoons and similar articles.

he large cities, on the other hand, and in all near-by sections ome within their sphere of influence through the development nsportation facilities, the demand runs into an infinite variety. levelopment of urban luxury creates a need for the very best , and the large mixture of foreign elements in the population for a great variety in the kinds of merchandise desired. The t becomes particular not only as to quality, but as to sizes, s, patterns and other characteristics as well.

existence of contrasts such as those just outlined explains of the difficulties that a foreigner encounters when he first pts to enter the Brazilian market. The North American, in ular, is so accustomed at home to a fairly homogeneous market o highly developed transportation facilities that he generally to realize the serious nature of the obstacles that he will en- er in Brazil. He makes the mistake of considering Brazil as

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a single unit and does not appreciate the fact that methods which he uses successfully at home are not applicable there.

OBSTACLES TO THE IMPORT TRADE—THE CUSTOMS TARIFF.

One of the principal reasons why foreign goods do not find a better market in Brazil lies in the excessive import duties levied on practically all foreign articles. The present tariff is supposed to be a protective tariff, having in view, naturally, the development of home industries. The high duties, however, and the manner in which they are levied greatly raise the price of almost every manufactured article and lead to a very high cost of living.

The home industries maintain the price of the national product at nearly the same level as the foreign article. In most cases this does not mean that the article manufactured in Brazil could not be sold cheaper than the imported one, but that the manufacturer, desiring to make the highest possible profit, places his price only just low enough to make it sell in competition with the foreign article. An immediate result of the high price is that the market for any article that is not strictly necessary is greatly reduced.

Nominally the duties on hardware do not in general go higher than 60 per cent of the c. i. f. value, and in some cases they appear to be less; yet in reality they are usually much heavier. The official value is frequently far greater than the actual market value; 40 per cent of the duty is payable in gold at a heavy premium, and it is proposed to increase this proportion to 55 per cent. There are in addition certain port and dock charges, etc., that must be taken into account. Reduced to an ad valorem basis, many of the duties run as high as several hundred per cent of the actual cost of the goods.

Not only are the import duties extremely high but the tariff law is so complicated that even an importer who has had long experience can not feel any confidence that he will escape the many pitfalls with which it abounds. Most importations, therefore, even for long-established houses, are cleared through the customhouse by some one of the many professional "despachantes" that are found in all the ports, and the commissions going to them swell still further the heavy charges that the goods must bear. It is considered safer and wiser to bear this additional expense than to run the risk of incurring the heavy fines and other penalties that attach to the most minute irregularity in invoicing, classifying, or valuation of the goods.

METHODS OF ENTERING MARKET.

With reference to the best manner in which the American manufacturer can enter the Brazilian market, the following factors are worthy of consideration:

DISADVANTAGES OF CORRESPONDENCE.

Naturally correspondence can not be completely avoided, but if it were possible to transact all business without the necessity of sending any letters to the factories, orders would be much easier to obtain. Correspondence would then be used only for the actual placing of the order.

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Manufacturers in the United States are, at best, 10 days away from any Brazilian port, and on an average they are 20 days away. Aside from the great amount of time lost on the high seas, there are other elements likely to cause annoyance. After the letter arrives the information may no longer be what is wanted, the statements may be misunderstood, and for these reasons it may be possible that orders can not be closed. These troubles are increased by the general lack of knowledge of both parties in the transaction as to how the other is accustomed to do business, as to the countries' methods, etc.

Another great difficulty, especially in direct correspondence, is the difference in the language of the two countries. Of course, as regards larger concerns, this is generally taken care of conveniently, but the great majority of firms can not have men capable of handling both languages as fluently as is necessary.

The sending of catalogues, pamphlets, and similar advertising matter in English is in most cases a complete loss of time and money. They can not be understood in Brazil, Portuguese being the language of the country. Catalogues in Spanish are a little better, because of the great resemblance between the two languages, but even these are not very efficient. They are likely to give the prospective customer the idea that the manufacturer is ignorant as to the language spoken in Brazil and thus be detrimental to his cause, since this assumption will give the customer the impression that he is dealing with a house of insignificant standing.

Catalogues in Portuguese, if carefully written, can be of value, but sending them to persons who did not request them is not very profitable, unless one is quite sure that the concern will be disposed to take an interest in them. Few firms keep catalogues properly filed so as to have them for ready reference.

It seems to be the opinion of many Brazilian dealers that catalogues should not have the prices of goods quoted in them, or any mention that discounts will be granted. These dealers claim that catalogues with prices and discounts, if distributed promiscuously, bring the importers a good deal of trouble, as they enable the retail purchaser to discuss with the importer what his profits should be.

EXPORT COMMISSION HOUSES.

It is believed by many that export commission houses, although helpful to a certain extent to the manufacturer in the United States, are really a cause of higher original cost of the article. It is asserted that they often withhold for their own benefit a rather large proportion of the discounts that the manufacturers grant to dealers from their catalogue prices, and that they do not endeavor to promote the manufacturer's interest. Where true, this condition is easily explained. Out of several articles they control, the export houses naturally push the one that brings better profits to themselves and other goods are allowed to remain in the background. Again, unless they are thoroughly responsible concerns, the probability of orders being badly filled is increased, and it is alleged that complaints do not get the proper attention.

The only real advantage that the export house can have for this trade appears in cases where the manufacturer is located in some inland town and the export house in the shipping port. This places

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the latter concern in a position properly to follow up an order and see that it is conveniently shipped. If the export houses were content with making a small profit on orders put through them they would in every case be valuable, since the additional increase in expenses would be more than offset by their experience in the business and their better understanding of orders from abroad.

As, however, in many cases technical training is required of the men handling an order, and as export houses generally do not have men for this work, it would take longer for orders to get proper attention through such houses than if they were handled directly between the purchaser and the factory making the goods. This is due to the fact that complaints or suggestions received from abroad by the export house must be discussed with the factory by the export house as an intermediary, and the latter's lack of expert technical knowledge stands in the way of a quick understanding between the customer and the manufacturer.

The export house, as a straight shipping concern, may be of great value, especially if it acts also as a banking firm. Otherwise it is apt to be only a source of expense to the importer.

In spite, however, of the disadvantages mentioned, it appears that most of the Brazilian trade with the United States in the lines under consideration is effected at present through export houses. The reason for this lies in the fact that the more important of these houses give the importers a credit term, in many cases as much as 90 days, charging interest for the time granted; and as the manufacturers themselves are not willing to extend the same advantages, the goods are purchased through the former. The extra expenses involved are a matter of little consideration in view of the credit terms granted. A typical case is that of a house in Rio which has very recently received, for the first time, a shipment of American-made scissors, which, although they are not so good as the Vitry-made article, are nevertheless selling. The goods were bought through an export house that grants the customer a term of credit which the factory would not consider. The factory is undoubtedly paid by the exporting firm upon delivery of goods in New York or other exporting port.

This system may bring good business to the exporting firms, but it can not be considered so good for the manufacturer. The manufacturer selling direct to customers in Brazil is really competing only with those other manufacturers who are trying to enter this same field, whereas the manufacturer selling through the export firm is competing with all other American manufacturers, just as if he were selling to the home market. This results from the fact that the export house endeavors to purchase the goods wherever they can be had for the best figure. In selling to the foreign merchant, the price is put wherever it seems convenient; and the greater profit does not go to the manufacturer.

On the other hand, the manufacturer may feel that he prefers to run less risk, even if his profits are smaller, rather than increase his margin of profit by selling direct and in so doing be obliged to face the possibility of losing some of the goods shipped.

One thing is certain—the smaller the number of intermediaries between the consumer and the manufacturer, the cheaper can the goods be sold and, therefore, the larger will the market be.

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TRAVELING SALESMEN.

method of soliciting trade through traveling salesmen can
e to give good results, but, unless it is very carefully worked
is likely to cost the manufacturer more than the profits he
t from the business obtained. The average American sales-
Brazil will find it difficult to achieve success.
reasons for this condition are many. The diffusion of knowl-
the United States is greater than in Brazil, and this some-
auses the American salesman to assume an indiscreet and un-
l attitude of superiority. Lack of tact seems, indeed, to be
itest handicap, and, after that the language. Unfortunately,
rage American is not familiar with Portuguese, the language
in Brazil.
r these conditions the traveling salesman who can get real
is the Brazilian who, while well acquainted with American
s and life, also knows the situation in his native country.
ore intelligent the man the better salesman he will be in
Under all circumstances he must have patience with his
tive customers. Nowhere in Brazil is business transacted as
nd crisply as in the United States. Although the dealer may
is very busy when the salesman arrives, he will generally, if
y approached, hear all his visitor may have to say and then
n with questions. A recent experience will illustrate this
In one of the large hardware houses in Rio a salesman called,
g American sponges. He arrived at the store with a box
samples and brought with him an interpreter, as he himself
o Portuguese. The samples were brought out, and the local
nt began to examine them. Among the samples, which did
w exactly the sorts that are customary in the market, he was
g some that he wanted, and in connection with others he was
for modifications which, if carried out, would have made
er quite a large one. At this point the salesman misunder-
hrough the translation, some statement made by the prospec-
stomer; he rudely picked up all the samples, shoved them
to the box, and walked out of the store without further words.
been more polite he not only would have had the order, but
y would have opened up an excellent market. The articles
showing were so good that the local concern wrote to the
States and placed the order there through its representative
York. Had the salesman known Portuguese at least well
to understand and to make himself understood, or if he had
d a little more patience, he would have secured a good order.

USING NATIVE HOUSES AS AGENCIES.

g Brazilian houses as agencies may perhaps be considered the
nner of entering the market. When, however, contracts are
or these agencies the manufacturers must always remember
make it profitable for the local concern to handle their goods
nduct an active propaganda this native firm must be pro-
or the future. Almost any article can be introduced in Brazil
refully planned campaign of propaganda is put into execu-
Before native concerns will undertake this, however, they

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wish to be sure that after the market develops they will reap the profits and thus have a compensation for the trouble incurred during the initial stages. Many instances could be quoted in which a Brazilian concern hesitates to push an American article because it fears that, after the market is created, the manufacturer will open a branch house and render it impossible for the native firm to hold the business.

Native firms, if given proper support by the manufacturer they represent, will develop good trade, and when managed by competent men they offer, probably, the best means of introducing American goods into the Brazilian market.

RESIDENT AMERICAN AGENTS.

The method of using resident American agents (unless the manufacturer has a large variety of goods) will be rather expensive if undertaken by one firm alone. As in the case of the salesman, the language and difference in customs count against the agent. If the men in charge of such branches—and, for that matter, the salesmen also—were to forget when dealing with their customers what the American thinks is better for this or that purpose, and were to hear what the buyers have to say concerning the way the goods are desired, the Brazilian market would be theirs. It may be quite possible in a great majority of cases that the American goods are better than those that the Brazilian wants, or the reverse may be true; yet this is not the important point to consider. The question is, what the customer wants and how he wants it.

The reason why the Germans met with such success in Brazil will be found in the fact that they visited the customer with their samples, and if these were not suitable, the customer's suggestions were heard, samples were received from him, and these were reproduced exactly. With this system they were able to obtain a footing in almost every case. These agents did not decline an order from a new customer, no matter what its size might be. They always reasoned that if he could be induced to start business with their firm he would sooner or later develop into a profitable client.

A case may be cited where a German agent took an order for 200 marks' ($47.60) worth of pencils, simply for the purpose of getting the good will of a Brazilian house that is one of the largest firms dealing in school supplies, stationery, books, etc. The result was that the firm became a customer of the German house, and the loss that the latter incurred in filling so small an order for pencils was more than covered in the profits obtained from subsequent business.

This same firm of booksellers and editors was approached some time later by the representative of an American concern that desired to sell its products in Brazil. This representative had with him samples of the work done by the factory in the United States, but it so happened that these samples were inferior to the goods to which the market was accustomed. Instead of hearing what the customer might have to say in the matter, this representative tried to convince him that the American method was the one that should be followed, giving this and that reason. The result of this attitude was that the manager of the local firm received the impression that the American thought he was ignorant of his own business and that Brazilian

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methods were all wrong. The American neither secured the particular order nor left the ground prepared for future business upon his return at a later time. A little more tact on the part of one who came to Brazil asking for business might have converted this unfavorable impression into an auspicious one.

BRANCH HOUSES.

Branch houses can be established only by very large manufacturers, who make a great variety of goods. Under other conditions the overhead charges will be so large as to place the goods at a disadvantage. When, however, the business is large enough to warrant the establishment of such houses, they will undoubtedly, if properly managed, develop good business. The ability to quote prices either c. i. f. port of destination or, even better, delivered, is a great factor in getting an order, and a branch house with information always on hand as to cost, freights, and other expenses is in a strong position in this respect.

American concerns at present like to quote their prices f. o. b. factory, but this leaves the customer at a loss as to exactly what the goods will cost him after they arrive at his storeroom, and, being afraid to run any risks, he often refuses to place the order. It is not an uncommon thing to have an order rejected when quoted f. o. b. factory, but placed immediately if the price is figured c. i. f. port of destination.

There are European concerns, like the Ercolli, Marelli Co., selling electrical equipment, that have opened showrooms in Rio and maintain an office force ready to give any customer complete information about any material they manufacture. If the customer gives them an order, they transmit it to some local firm that sells their goods; they thus promote their own business, while at the same time advancing the interests of the local dealer. This method is satisfactory to the retailer, who knows that the producer is working for him, while at the same time it saves the branch house the worry of looking after small sales and places the responsibility for small local bills on the shoulders of the large retailing firms. Another sort of branch house is the local branch factory, established under the protection of the high tariff wall. Even if developed on a small scale, such factories may yield good profits.

By carefully studying the customs tariff, cases may be found in which it will be profitable to prepare part of the article in the United States and finish it in Brazil. A good example is enameled ware. If the prepared article is sent to Brazil unfinished, without any painting whatever, it pays a duty of 400 reis per kilo[1]—that is, about 9½ cents, with 40 per cent payable in gold at 27d. If the same article is imported completely finished, it pays 1$200[2] per kilo, or three times as much, with the same percentage in gold. If these 19 cents saved on each kilo imported can be made to pay for the cost of finishing in Brazil and still leave a small balance, the article can be sold for a better price than if imported in completed form.

[1] Kilo equals 2.2046 avoirdupois pounds.

[2] A word may be said here concerning the method of indicating Brazilian money. In the above example, 1$200 means 1 milreis, 200 reis. There are 1,000 reis in a milreis. At the present rate of exchange, the value of the Brazilian paper milreis (the actual currency of the country) is about $0.25 in United States currency. The gold milreis is worth $0.5462.

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Or, again, one may take the case of nickel-plated articles. The increase in duty due to nickel plating is 30 per cent, and it frequently pays to import goods as plain brass or other metal and do the nickeling in Brazil. Already several American establishments have opened small branch factories in Brazil, and it is likely that others may do the same.

PACKING FOR SHIPMENT.

There are many things to bear in mind when packing for export, and unless the exporter knows exactly where his goods are going and what the treatment will be he will not be likely to pack them properly. Packing that may be thoroughly excellent for delivery in the United States may not do at all for export.

All packages entering Brazil have to be examined at the customhouse at the port of entry. To facilitate this inspection all containers should be prepared so that articles paying the same duty are to be found together, and closed in such a manner that after opening and inspection they may be properly refastened and forwarded to their destination. Good, strong packing should always be provided, yet the number of boxes in an order should be made as small as possible consistent with good packing and safe and easy handling. Dampness on the sea trip and the possibility of the goods getting wet at any time during the voyage should always be kept in mind. The possibility that packages may be tampered with during the trip should be guarded against. There are difficulties to be encountered as regards customhouses, warehouses, and railroad, cart, or pack-animal transportation, which must be provided for in detail. Manufacturers should always follow in minutest detail the instructions furnished by their agents or customers. If such directions are not provided, they should be asked for if time is available; otherwise there is great risk of incurring undue expenses upon the arrival of the goods at their destination.

The marking of the packages should be carefully done. Failure in this respect is at present a cause for frequent complaint by firms dealing with the United States. Although the exporter may have ordered the marketing to be done in accordance with instructions, he must have a competent employee examine every package before it leaves port. There are goods, for example, that are dispatched "on the water," as it is called, at the port of destination, and that by this form of "dispatch" save considerable amounts in dock and warehouse charges, etc. But there must be no hitch anywhere, or the goods will be unloaded on the docks and the expenses will immediately increase enormously. In addition to increased costs, the improper marking of a package or the failure to mark in accordance with the consular invoice or bill of lading will cause annoying complications and loss of time.

TROUBLE AND DELAY RESULTING FROM CARELESSNESS.

The writer only last month suffered from a case of carelessness on the part of an exporter that caused one of his customers a large amount of trouble. Three boxes had been ordered from a responsible manufacturer in the United States. Two of these boxes were to be d[illegible] one party and the third to another. All three came on

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consular invoice consigned to one party, as requested. The
ding stated that three boxes were being shipped and that
re numbered from one to three. The consular invoice did
he same thing, but stated that two of the boxes were marked
and the third was "No. 2." This discrepancy between
of lading and the consular invoice caused the customer who
owner of the third box the loss of five days' time, as it hap-
at a Sunday and a holiday followed the day on which the
vas discovered at the customhouse. That the delay in this
not longer was due to the fact that the importer was located
rt of entry. If he had been in the interior and it had been
to consult him by mail or telegraph, the loss of time would
n much greater.

take in the weights is a much more serious matter. Gen-
e exporter in the United States quotes his weights in pounds,
he metric system of weights is official in Brazil, these pounds
converted to kilos. If a mistake is made in stating how
e package weighs and the importer attempts to dispatch the
ith one weight and they are found to have another, he will
cted to a heavy fine.

ame given the merchandise must also be carefully looked
d English and Portuguese are so different that there is often
ouble in this respect. Some few months ago the writer im-
rom the United States a large order of biscuits. The invoice
Crackers," since the exporter never thought of the possibility
g the biscuits taken for fireworks. But the result was that
biscuits were unloaded at the depot for inflammables; and
being put to greater expense, the importer was obliged to
eral days' time in order to clear the matter up and get the
out of the customhouse. In the meantime his customers had
. The difficulty could have been entirely avoided if the ex-
house had been more familiar with the methods and the
e of Brazil.

turn to the question of packing: A large lot of paper caps for
ttles was recently imported. They were packed in bulk in
rd cases containing 20,000, and the flaps of these cases were
lown. Six cases were then crated in one container, but no
attention was paid as to how this crating was done. As it
ed, some of the cardboard cases had the flaps in such a posi-
at, as a result of the dampness during the trip, they became
l and there was nothing to prevent them from flying open.
curred and the caps got scattered on board, on the wharf, and
carts that delivered them to the importer. If the parcels, after
xamined, had been for a destination in the interior instead of
de Janeiro, the loss would have been much greater, and there
have been added expense for proper repacking. Such a sys-
packing may be very good and economical for the United
but it can not be used for export, for the goods run great risk
arriving at their destination as they were ordered. The imme-
esult of such carelessness as this is the refusal of the importer
ive the goods, unless he has already paid for them; and if
nt is refused under such circumstances can the importer be
l?

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QUESTION AS TO NUMBER OF PACKAGES.

Referring again to the statement made above as to the number of packages in any one order, it is just as well to insist on the importance of this question and to quote the experience of those who have been dealing with American exporters up to the present. There is a notable tendency on the part of American shippers to pack in a large number of cases in spite of the fact that it is clearly disadvantageous to the importer. Not only at the customhouse and docks, but also by the expressmen and the professional "despachantes," certain charges are made per package, and frequently the extra expense brought on the importer by an unnecessary increase in the number of containers materially decreases the margin of profit on the order.

Experience with American exporters indicates that one reason why the number of packages shipped by them on one order is larger than necessary is the fact that freight rates are low on American railroads and the number of packages is not an important matter. Again, in some cases material is kept in stock already packed, and in order to avoid the extra trouble of packing for export the shipper simply forwards them as they come to him, just as if dealing with concerns in his own country.

A recent importation of dynamos for automobile lighting affords a good illustration. Four dynamos had been ordered and these were undoubtedly kept by the factory in their stock, already packed, each one in a separate wooden box. Upon receipt of the order the four cases were nailed together forming a crate, and four extra cut-outs and three extra ammeters, which had also been ordered, were packed in a separate corrugated cardboard box, thus forming a second package on the order. In the dynamo boxes there was room enough to pack at least four dozen extra cut-outs and another four dozen ammeters with perfect safety. The value of these extra ammeters and cut-outs, ready for shipment f. o. b. Cleveland, Ohio, where the factory is located, was $12. The added expense of bringing this extra parcel from Cleveland, Ohio, to the importer's store in Rio de Janeiro was at least 10 milreis. The value of the material in Cleveland, Ohio, at the exchange then ruling was 36 milreis, and the needless expense was therefore 28 per cent of the value of the goods. This could have been completely avoided if the cover of one of the dynamo boxes had been raised and the goods packed in the same box with that one dynamo. It may be easier for the exporter in the United States to ship in a large number of comparatively small containers, but the importer would consider himself better served if the number were decreased.

It is probable that the export commission houses are, to a certain extent, responsible for this complaint for the following reasons: Most of the business now being done with the United States is conducted through export houses in New York, and the purchases made in a variety of factories. Each factory ships the goods according to the size of order it receives (sometimes quite small), and the exporter, not caring to go to the trouble of repacking, simply collects the packages into one bill of lading and forwards them to Brazil. The European methods are different. There are concerns in London, Paris, Hamburg, etc., that act as intermediaries between the factories and the Brazilian importer in such a manner that in many

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cases even the name of the manufacturer is not known to the importer and he has no means of finding it out. His orders are handed to the exporting firm, or intermediary, and this firm makes the purchases wherever it is most convenient, receives the goods, and repacks them, bringing the various packages into as small a number as possible, and grouping the articles subject to the same duties into the same container. This makes matters much easier at the Brazilian end and decreases the expense of handling the packages all along the journey from the exporter's establishment to the importer's store.

Some American factories when receiving orders from the exporters in New York are kept quite ignorant of their destination, and they pack their goods as if for the American market. They are shipped to Brazil in this condition, and bring complaints from all those who receive them. The customer protests, but when his complaint reaches New York it is too late to change matters.

DETAILS OF ONE AMERICAN SHIPMENT.

To show the importance of paying attention to packing so as to decrease the expenses of shipment, the following details are given in regard to an order placed in St. Louis, Mo., for a tower tank and tower and the accompanying accessories:

Package number.	Gross weight.		Dimensions.	Package number.	Gross weight.		Dimensions.
	Kilos.	*Pounds.*			*Kilos.*	*Pounds.*	
1	380	838	2′ 5″ by 11″ by 12′.	9	344	758	2′ 7″ by 11″ by 12′ 9″.
2	406	893	2′ 5″ by 11″ by 12′.	10	643	1,418	3′ by 8″ by 12′ 3″.
3	425	937	2′ 5″ by 11″ by 12′.	11	1,050	2,315	3′ by 8″ by 12′ 3″.
4	467	1,030	2′ 6″ by 1′ 2″ by 12′.	12	690	1,521	1′ 8″ by 9″ by 16′ 9″.
5	262	578	3′ 2″ by 9″ by 8′ 9″.	13	364	802	1′ 3″ by 8″ by 14′ 6″.
6	584	1,287	2′ 2″ by 1′ 1″ by 16′.	14	304	670	2′ 2″ by 2′ by 3′ 2″.
7	394	869	2′ 2″ by 1′ by 13′ 4″.	15	19	42	10″ by 11″ by 1′ 3″.
8	425	937	4′ 2″ by 1′ 2″ by 8′ 6″.				

Value of order, f. o. b. New York City		$466.00
Ocean freight	$156.94	
Marine insurance on $700	3.50	
Lighterage to steamer	6.00	
Consular charges	1.65	
2½ per cent commission on $466	11.65	
		179.74
Value of order, c. i. f. Rio de Janeiro		645.74
Expenses after arrival, not including duties:		
Unloading at docks; storing, etc., at docks		144$000
Commission paid to dispatcher at customhouse, at 3$000 per package		45$000
Cartage from docks to purchaser's factory		60$000
Total expenses after arrival, in Rio only		249$000
Expenses from New York to Rio, with exchange at 16d., $179.74 at 3$089		555$217
Total		804$217
Value of order in customer's premises (exchange at 16d.), including duties		3:495$000
Percentage of total cost represented by freight expenses and other moving expenses		23 per cent

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From the above it is easily seen that the moving expenses are an important item in the import cost, and the percentage is much greater whenever the duties are not so high as they were in this particular case. There are imports in the hardware trade in which the weights are about the same as in the above order and on which the duties are one-half of what was paid for this order. In these cases the freight expenses have a still greater influence on the ultimate cost.

PACKING OF SMALL HARDWARE ARTICLES.

In the past European exporters have had the habit of shipping their goods in parcels of a dozen—more or less, according to size—wrapped in strong paper. The importers are now requesting that goods be shipped in boxes of cardboard strong enough to stand their weight well, and manufacturers in Europe are adopting this method to meet the desires of the market. This change is due to the influence of American goods that have entered the market, as these generally come in cardboard boxes. The retailers have found that it is more convenient to have them in this form because when goods have to be shown to customers they are not forced to untie numerous packages, and at night, when the store closes, there are no parcels to be rewrapped and retied and put back on the shelves. Aside from the trouble caused at night, it takes longer to untie a parcel than it does to remove the cover from a cardboard box, and the customer will appreciate this difference. Space is also economized on the shelves and better facility is offered for showing the sample. These advantages of the cardboard-box packing system have been learned by the retailer and have in some instances been strong enough to change the source of supply from the paper-parcel packer to the exporter in cardboard boxes.

But, although it is advantageous to have the goods in cardboard boxes, the practice must not be carried to an extreme. Not only do goods wrapped in cardboard boxes pay duty on the weight of the box, but in some instances the greater the number of boxes to accommodate a certain quantity of articles the larger will be the ultimate volume of the order, and consequently the greater the shipping expenses, for steamship rates are figured not only on the weight but also on the cubic space occupied.

AUSTRALIAN MARKETS FOR AMERICAN HARDWARE.[1]

ECONOMIC CONDITIONS AFFECTING HARDWARE TRADE.

The population of Australia is more homogeneous than that of almost any other great division of the world. The aboriginal population was never very large and, as usual, is tending to disappear before the advance of civilization. It is estimated that at the present time the total number can not exceed 100,000, and of these only 19,900 are in the employ of whites and in proximity to settlements. As they have never intermarried with the white population, they may be disregarded as an economic element in the country. Moreover.

[1] From "Australian Markets for American Hardware," Miscellaneous Series No. 42 Bu[illegible]n and Domestic Commerce.

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the policy of a "white Australia" and the consequent exclusion of Asiatic or black immigrants have practically confined the increment of population from abroad to the same sources from which the first settlers were derived. It may be said, in brief, that the population of Australia is essentially British and conforms to the British standards of style and taste in its manner of living, and in the general character of goods that it buys for its comfort and luxury or for use in its industries and arts.

The American manufacturer, therefore, who desires to market his tools and hardware in the island continent finds a class of customers whose standard of living and habits of life do not differ materially from those of his clients at home. He is not obliged to undertake an extensive educational campaign or change the character of his goods more than is necessary to make them conform to the often deep-rooted preferences of the average English buyer or some slight difference due to local conditions. In fact, when it is considered that the annual imports into Australia average nearly $81 per capita, while the net imports into the United Kingdom are only $67 per capita, one may expect to find the Australian either a more liberal consumer or a user of a better quality of goods than the average English buyer.

PRODUCTION OF WEALTH.

It may be well to summarize here the total wealth produced annually from various sources in Australia, as a guide to the buying capacity of the country. The following figures are for the calendar year 1913, a normal year: Products of agriculture, $225,055,000; products of pastoral industries, $281,518,000; dairy, poultry, and bee farming, $98,969,000; forestry and fishing, $30,834,000; mining, $125,848,000; value added by manufacturing, $318,000,000; total, $1,080,224,000.

Out of this production, Australia sent abroad merchandise to the value of $382,014,000, and received, in the way of imports, articles to the value of $387,974,000. Reference to the Commonwealth statistics shows that for the three years immediately preceding this period the total wealth production increased at the rate of about 10 per cent per annum, principally in the primary industries. Under normal conditions this increase may be expected to continue, with a consequent ability and tendency to buy from abroad larger quantities of manufactured articles of high grade such as a well-to-do people like the Australians will demand.

EXTENT TO WHICH HARDWARE IS USED.

An inspection of the principal wholesale hardware establishments reveals at once the great variety and high quality of the goods demanded by this market. It is a natural consequence of the character of Australia's industries that agricultural implements and machinery, and mining tools and machinery, occupy a very prominent position; but these are lines that belong more properly to a report on machinery than to one on general hardware. Especially striking, however, is the display of machine tools and tools of trade, of the

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most approved models and highest grade—apparently out of proportion to other lines when one takes into consideration the relatively small population. Indeed, the statistics of importation show that this, including saws, is the largest classification of all goods manufactured from metal, amounting to nearly $4,000,000 per annum. The three principal sources of supply are the United Kingdom, the United States, and Germany, which furnish, respectively, 47.8 per cent, 44 per cent, and 6 per cent.

FACTORS IN DEVELOPMENT OF AMERICAN TRADE.

It is interesting to note that the percentage of business secured by the United States increases as the article becomes more and more perfected by manufacturing processes. The comparatively small percentage enjoyed by Germany is also striking. These actual facts confirm the previous conclusion that in hardware, other conditions being equal, the Australian market demands high-grade goods of perfected design and proven suitability to their purpose, such as American manufacturers successfully strive to produce. This is further illustrated by the fact that in the item of "tools of trade" in 1909 the United States supplied only 40 per cent of the total imports, while in 1913 it supplied 45 per cent. This augurs well for the American manufacturers' obtaining an increasing percentage of the natural expansion of trade that must of necessity come with the increase of Australia's population and the development of its resources. That this development must take place is evident from the nature of the country and the disproportion of the number of its inhabitants to its extent and wealth-producing capabilities, to which attention has already been drawn.

On the other hand, it must be borne in mind that Australia is a British colony; that its population is almost entirely of English descent and intensely loyal to the mother country. Sentiment and custom combine to create a preference for English-made goods. This performance manifests itself in a substantial and material way by admitting goods manufactured in the United Kingdom at lower rates of duty than those levied on goods from other parts of the world, the difference at the present time amounting to from 5 to 10 per cent. Should the idea of binding the Empire more closely together by commercial ties bring about the extension of this preferential treatment to Canada, the difficulties of the Americal manufacturer would be increased more than by a greater difference in favor of the United Kingdom alone, because of the fact that such hardware as Canada manufactures is in style and quality more like the American.

To offset such unfavorable possibilities the American manufacturers should use strenuous efforts to get their goods well established, since habit and familiarity of use are unusually strong factors in influencing the workman of British descent in his choice of tools and implements. Cheaper and more suitable goods, of unknown or unfamiliar makes, often fail to find a market for no other reason than that the buyer prefers what he has been accustomed to in the past. The inability to obtain from Europe many goods long recognized as standard presents an opportunity to replace old habits, which years of [illegible] work could not otherwise overcome.

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SYSTEM OF CONDUCTING TRADE.

Generally speaking, as regards the internal distribution of merchandise, each Australian State must be considered as a unit, principally because of the fact that contiguous States have adopted different gauges for their railway systems, thus making the cost of transportation of merchandise from one State to another so high as to be practically prohibitive. It is true that there is some interstate trade by sea in domestic manufactures and products, but this extends to articles received from abroad only to a very limited extent, since as a rule it is much cheaper for each State to do its own importing through its principal ports of entry than to draw on the supplies of other States.

DOMINANT POSITION OCCUPIED BY FEW LARGEST CITIES.

As has already been pointed out, the chief cities of each State are the capitals, and these are also the big seaports of the country. Brisbane, Sydney, Melbourne, Adelaide, Hobart, and Freemantle or Perth, therefore, become the great natural distributing centers in which the wholesale importing houses are located. To control the market of Australia the foreign manufacturer has only to see that his particular goods are well introduced and stocked in some five or six cities. It is true that some of the northern cities of Queensland, such as Townsville and Cairns, being isolated and cut off from direct communication by rail with Brisbane, contain a few large wholesale houses that do direct importation, but the business of the regions they serve is comparatively small and goods that have established a demand in Brisbane or Sydney are likely to find their way into the northern markets. These large wholesale houses in turn sell to the retailers in the capitals and smaller cities and to the country storekeepers. There are, of course, some retailers and department stores who operate on a sufficiently large scale to warrant direct importation, but they are comparatively few in number.

USUAL TERMS—IMPORTERS' CITY ESTABLISHMENTS.

The usual terms granted by the importers to the shops and country stores are a discount of 2½ per cent for payment within 30 days. In practice these 30 days are counted as beginning to run from the first of the month next following the date of the invoice, so that a careful buyer can so time his purchases that he obtains nearly 60 days without forfeiting his discount.

The city establishments of the importers are well ordered and contain attractive displays of samples. The outside selling campaign is conducted by large staffs of traveling salesmen and by extensive advertising. All the States have a well-managed commercial travelers' association, owning in most of the principal cities its own clubhouse, furnished with sample rooms, apartments, and writing rooms for the use of its members. The associations form part of a central organization having its headquarters in Melbourne. Through the influence of this organization special concessions in rates have been obtained for its members from the railways and hotels.

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Many of the wholesale importing houses issue handsome catalogues showing and describing the goods that they regularly carry in stock.

In many instances, as might be expected, the retail shops and country stores are controlled or even owned by the large wholesale houses and in unfavorable seasons are likely to take a much longer time to cancel their bills than the 30 or 60 days above mentioned.

MERCHANTS' AGREEMENTS—CHARACTER OF WHOLESALE HOUSES.

It is seen, therefore, that the method of conducting the general hardware business throughout Australia does not differ in any essential detail from the system employed in the United States. The same facilities for bringing goods to the attention of the buying public exist and are used to their full advantage. There does not seem, however, to be the same keenness of competition, and in the large cities the merchants' associations, by mutual agreement of their members, determine the wholesale price at which the principal staple articles are sold.

As a result of these arrangements, all dealers concerned in handling the lines that are the subjects of the agreements earn a satisfactory profit and often render it extremely difficult to introduce other less-known makes or brands of similar articles, the first cost of which may be even lower.

The manner in which the import trade is conducted by these large wholesale houses may perhaps be best considered under the subject of financing sales to Australia, since, generally speaking, they are all original buyers of foreign goods and are not branches of European manufacturers or merchants. Some, it is true, may have offices in London, but as a rule these are maintained only for convenience in making purchases and effecting payment. It is sufficient for the moment to say that they buy their goods from abroad, and the important question for the American manufacturer is how he can bring his goods to their attention and obtain their trade.

METHODS OF ENTERING THE AUSTRALIAN MARKET.

The various methods of entering foreign markets and conducting a selling campaign are generally stated as (*a*) by correspondence, (*b*) through export commission houses, (*c*) by traveling salesmen, (*d*) by using native houses as agencies, (*e*) by resident American agents, (*f*) by branch houses. All these methods may be supplemented by distribution of catalogues and advertising.

So many excellent treatises of general advice have recently been published that it is not necessary to discuss the theoretical comparative advantages of the different plans, but only the practical bearing in relation to hardware and Australia in particular. It should be borne in mind that any suggestions that may be made are intended primarily for the benefit of the manufacturer who at the present time is doing little or no export business with Australia and whose goods are, to all practical purposes, unknown in that market. The method or methods of introducing his goods must of necessity depend on the nature of those goods and whether the prospective business will warrant a large or small initial outlay.

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ADVERTISING AND THE SENDING OF CATALOGUES.

The least expensive way of feeling out the market that will naturally suggest itself to his mind is that of advertising in the export journals that are circulated in Australia and the sending out of catalogues to selected lists of names obtained from various sources. The latter especially appeals to the manufacturer, as there is no necessity of preparing a special export catalogue in a foreign language. But aside from the fact that catalogues received in that way are accorded but little attention, it should be remembered that in Australia all catalogues and similar advertising matter are subject to a duty of 10 pence (20 cents) per pound weight, and if unsolicited may be left in the post office by the addressee. If provision for the payment of the duty has not been made by the sender the recipient is at the outset prejudiced against the manufacturer who has evidently made no study of the customs of the market that he wishes to enter. This adverse prejudice might perhaps be changed to a favorable one if a polite letter inclosing the approximate amount of the duty accompanied the catalogue with the request that it be examined carefully and an opinion given as to the suitability of the goods to the market.

The value of judicious advertising in export journals can not be denied. It can not be expected, however, that this means alone will suffice to sell a manufacturer's goods abroad. It must be remembered that such journals do not have a general circulation nor do they pretend to reach the ultimate individual buyer. The leading ones are received and kept on file by the principal wholesale importers and are used for reference when new lines of merchandise are sought. They accomplish their object if they serve as an introduction between the manufacturer and the wholesale buyer. They have been especially useful at the present time when the foreign buyer has been obliged to seek new sources of supply for the lines that he has been accustomed to buy. He naturally turns to the manufacturers whose names have become familiar to him through the columns of his export journal.

Once the goods have been introduced to the wholesale merchant, it is a matter of policy and arrangement between the importer and manufacturer as to what advertising campaign shall be initiated through the local mediums, which are abundant and efficient, to interest the general buying public and move the stock. In broad terms it may be said that if such an advertising campaign would pay in the United States it would pay in Australia, and may be conducted on much the same lines, but it must be directed to moving goods that are carried in stock in Australia and available for delivery rather than to inducing importers to carry stocks.

These orders may be executed by the manufacturer himself, on the terms that he has authorized the agent to offer to the client, or by an export commission house subject to the terms of credit and commission established between the commission house and the buyer.

The American manufacturers who have been most successful in the Australian market, whose business or policy has not warranted sending their own factory representatives to reside in the Commonwealth, have found it to their advantage to employ such professional

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agents. The system is particularly suitable and effective in Australia, owing to the fact that each State must be worked as a separate market. Unless the prospective business is of large volume, it is manifestly impossible to send from home different men to reside in Brisbane, Sydney, Melbourne, Adelaide, Hobart, and Perth. On the other hand, it is possible to find a competent local professional agent in each city who can cover the territory for which the city is the distributing center. These agents naturally handle a variety of lines. A manufacturer, therefore, should take care to select one who does not represent lines that will compete with his own.

Experience seems to show that the employment of local agents in Australia is desirable. As these agents work on commission, the selling cost to manufacturer is proportional to the business done. A resident American agent would probably require a salary or guaranteed income. If the business warrants it, it would appear advisable that at least one such agent should be established in either Sydney or Melbourne to exercise general supervision over the local agents and supply technical knowledge when required. Should this not be done, the manufacturer who desires to succeed in Australia should from time to time send a competent traveler to visit the commercial centers, become personally acquainted with the clients, and instruct and stimulate the agents. Should this be the method chosen for initiating business relations, this traveler should have the authority to select and appoint the local agents to continue his work.

PROBLEMS RELATING TO ESTABLISHMENT OF BRANCH HOUSES.

The question of the advisability of establishing branch houses in Australia is one that each hardware manufacturer must solve for himself with reference to the conditions of his own particular business. Only a few points of general application can be considered in a report of this nature. The first point to be decided is: To what class of trade is the branch house to sell? If it is to the wholesalers or jobbers, who are also the importers, can a branch house accomplish more than an active agent, not leaving out of consideration the greater expense of such an establishment and the cost and risk of carrying stock to supply all possible demands? Is it not likely that the wholesalers will cease to import and will depend on the branch to supply their needs when and in the quantities they may require? If it is proposed to sell to the shops and country stores, the branch at once enters into competition with the wholesale importers. Is the manufacturer's line sufficiently individual and likely to meet a great enough demand from the buying public to stand alone and meet this competition? It is true that the usual jobber's profit would now be added to the manufacturer's. Would it be sufficient to compensate the necessarily greater expense incident to a more detailed business? Is the manufacturer prepared to establish branches in all the commercial centers? If he located only in one center to conduct his own distribution, expecting the distributers of the other centers to import his goods on their own account, might he not encounter opposition instead of cooperation on the part of those importers who would be reluctant to establish a market that, as soon as convenient, would be entered by the manufacturer himself and taken from them?

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These are questions for the individual manufacturers. It is possible that their solution would be more easily found were it possible for several manufacturers to combine to open cooperative branches in Australia devoted exclusively to American hardware. Such establishments might be made uniquely attractive.

FAR EASTERN MARKETS FOR AMERICAN HARDWARE.[1]

INFLUENCE OF NATIVE CUSTOMS.

The previous publications in this series have discussed markets in which the demand is, in the main, for articles essentially similar to those used in the United States. The countries of Europe and of South America have developed a civilization that rests on the same bases and differs only in its relatively unimportant aspects. But when one comes to consider the vast and densely populated regions of eastern Asia he finds himself confronted by many novel problems. Here is a civilization far more ancient than any that traces its origin to a European source. In its evolution through the centuries and the tens of centuries there have arisen peculiar modes of life, special requirements for the satisfaction of characteristic wants, a world outlook fundamentally unlike that of the European nations, and a host of concrete objects that seem strange to occidental eyes. Custom had crystallized into rigid tradition before it was shaken by the impact of ideas from the West.

In considering the very important and extensive subject of the hardware possibilities in China, the American manufacturer and exporter must keep constantly in mind the fact that the country's 400,000,000 people are merely at the beginning of a vast industrial development. Present-day figures concerning the trade in hardware products would be decidedly misleading if they were to be regarded as affording any definite indication as to what the future may have in store. The investigator sees in China an enormous population, with a civilization dating back three or four thousand years—a nation that is as yet only emerging from a medieval outlook and environment and entering upon a period of modern industrial evolution. Thus it is the China of 10, 20, and 50 years hence that one must consider in contemplating the opportunities offered by the hardware trade in that portion of the Far East.

CONDITIONS IN CHINESE AGRICULTURE.

At present probably as much as 90 per cent of China's vast population may be classified as agricultural; not, however, in the sense of American farming methods, since the density of population in the oriental Republic has been such as to eliminate large land holdings, limiting the size to an average of less than an acre a family. In China, therefore, intensive agriculture is the universal practice. In connection with this intensive cultivation, one finds that primitive methods are followed and that modern agricultural tools and implements are still virtually unknown. In the outlying dependencies of Manchuria and Mongolia there are vast stretches of fertile but un-

[1] From "Far Eastern Markets for American Hardware," Miscellaneous Series No. 50, Bureau of Foreign and Domestic Commerce.

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cultivated land that are being reached by newly constructed railroads. In these the conditions of livelihood will so improve as to attract large numbers of Chinese families from other sections of China where the unfavorable conditions resulting from brigandage and inadequate protection have tended to discourage settlement.

IMPORTING CENTERS.

Commercially, China may be considered as divided into three great zones. These necessarily overlap, since each section has means of communication with the other; but, even so, the division into the southern, central, and northern Provinces is sufficient to indicate the probable routes of trade. The southern Provinces—Kwangtung, Kwangsi, Fukien, Yunnan, and Kweichow—are served principally from Hongkong and, in the case of Yunnan and Kweichow, from Indo-China as well. The central Provinces are those that lie along the Yangtze Valley as far inland as Szechwan and Tibet, including also a portion of northern Yunnan and Kweichow. These are reached from Shanghai and Hankow. The northern Provinces, including Chihli (in which Peking is situated), South Manchuria, and Mongolia, are served largely from Tientsin and Dairen (Dalny). Because of the Tientsin-Pukow Railway, which touches the Yangtze at Pukow, opposite Nanking and the Peking-Hankow line, the division between the northern and the central trade areas is ill defined; it depends partly on freight rates and partly on the individual preference of the buyer as to which place he would rather visit for his supplies—Tientsin, Hankow, or Shanghai. The most important city of the central area is Shanghai, and its dealers trade as far afield as the cities along the Trans-Siberian Railway or the region on the borders of Tibet. During the buying season a steady stream of dealers, not only from the central area but from the northern and southern as well, visit Shanghai, where they are able to make purchases more closely because of the keen competition and where they are most likely to find large lines of samples from which they may choose according to the peculiar needs of their customers.

As Shanghai is the chief Chinese entrepôt, through which fully 60 per cent of the foreign goods pass and in which most of the great transshipment business of the Yangtze Valley cities is done, a consideration of the general demand and the factors that control the hardware market there may be taken as fairly typical of all China. Some of the lesser ports now have direct shipments, but, as their purchases are along lines that have been established by previous imports in this class of goods, the Shanghai trade may be said to dominate the country. Shanghai itself is the largest user of many lines such as builders' hardware, owing to the increase in housing and business facilities that have made it the most rapidly growing city in the Orient. Many manufacturers are locating there and contributing in a large degree to the activity of the hardware market. Its shipbuilding and repair industry is also the largest in China and calls for the use of quantities of heavy hardware, such as iron and steel sheets, copper plates and tubes, steam fittings and valves, and other commodities carried in the storerooms of dockyards. All these factors serve to make Shanghai the most important primary [illegible] hardware in China.

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Shanghai is the greatest port for the exportation of Chinese raw materials, and being the financial center through which the up-country merchants clear their goods, it is also the market where the greater part of their purchases of foreign goods are made. Most of the large Chinese hardware companies act as agents for wholesalers in Szechwan, Honan, Yunnan, Shansi, and Shensi, while some operate in places as far distant as Manchuria and Siberia. This latter trade, however, is gradually passing into the hands of dealers in Tientsin, who are in a better position to handle the northern trade and who now import direct instead of through Shanghai, as formerly. The Tientsin and Peking markets can hardly be considered separately, since a considerable part of that used in Peking is purchased in Tientsin by the contractors. In other words, Peking may simply be considered as an important part of the hinterland of Tientsin.

WHOLESALE AND RETAIL BUSINESS.

The wholesale hardware business of Shanghai is in the hands of about 20 firms, some of them established for more than 30 years. Several buy direct from the manufacturer, and, while some have buying agencies in England and on the Continent, only one has a New York branch. Although a few make a specialty of some certain line, it may be said that in general the goods found in one store will be duplicated in the stock of every other.

Business is conducted largely on a basis of friendship.

While nearly all the wholesale dealers retail to a greater or less extent, there are also 100 or more retail dealers handling both Chinese and foreign hardware, while the number of shops that carry small lines of hardware in addition to another main line of business is almost innumerable.

There are about 20 hardware stores in Tientsin doing a fair amount of business, besides many small shops with special lines that might gradually be developed. Some lines, such as locks and padlocks, cutlery, or enameled ware, are carried in general stores. These lines are also sold in tiny shops or stalls that have only one small line. It is therefore difficult, if not impossible, to secure exact information as to quantities sold and prices paid. But it is quite obvious that there is a steadily increasing demand for hardware.

Even the larger shops do not keep complete records, and in attempting to gather statistical data it is necessary to depend upon the memories of the shopkeepers and a more or less confused collection of invoices and bills. However, there is a considerable cooperation between rival firms, and there seems to be an understanding (perhaps some sort of a guild) so that the more intelligent merchant is able to give pretty accurate estimates for the whole field.

CHARACTERISTICS OF THE MARKET.

The Chinese merchant has not developed a capacity for looking far ahead or treating a question broadly. He is not likely to do much toward pushing a thing that has not already shown itself sure to bring good returns. The typical Chinese merchant devotes most

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thought to supplying cheaply the articles needed to fill an alre existing demand. He is not inclined to speculate in goods for wh he may be able to create a demand. He is barely beginning to le the art of advertising. But he is easily persuaded to stock lines f which a demand can be shown. The manufacturers who wish t develop the market must do the preliminary work of introducing t goods and be willing to go after the small orders and give them t attention that their educational and advertising value warrants.

IMPORTANCE OF TRADE-MARKS.

The Chinese memory is a long one; it does not forget a trade-ma and the degree of satisfaction it has stood for. In this connection may be well to mention the importance of trade-marks in gener The newcomer will find strongly intrenched trade-marks rather di cult to supplant. The Chinese purchaser will choose an article w a familiar trade-mark rather than take a chance with a new ar that might seem superior to a foreign buyer. And while this m add to the difficulty of entering the market, it also offers a mea of security in retaining trade once established. The Chinese pu chaser buys almost exclusively by the brand. For example, he w often ask for the "fox" brand of chisel, paying slightly more for than for some cheaper, newer, less-known, but perhaps better too In this connection, the manufacturer is urged to have his trade-mar registered in both Peking and Tokyo before putting forth his good as the pirating of trade-marks is common and priority of use do not avail against priority of registration; at least priority of bot gives security in case legal action is necessary.

The American manufacturer, however, irrespective of whether h does his business through an agency or by direct sales, should tak steps to have his trade-mark, covering the goods that he hopes t market in China, properly registered so as to guard against imita tions on the part of unscrupulous manufacturers and dealers. A previously stated, the Chinese merchant lays great stress on the trade-mark or "chop," and once an article under a certain "chop" has found favor with him he will continue to purchase articles of that "chop" without asking any questions. About 20 years ago an American firm introduced its heating stoves into the markets of North China. This firm made no effort whatever to protect its trade mark, so that to-day tens of thousands of native-manufactured stove bearing the American trade-mark, are sold in China. Ten years ago an American manufacturer of underwear had extensive sales for his wares throughout the length and breadth of the country; to-day 90 per cent of the goods bearing his trade-mark are imitations.

It is not only necessary to safeguard against imitations in China of products seeking a market there, but registration in Japan is also highly advisable. The registration of trade-marks in Japan may be made through a resident representative of the applicant, furnished with a power of attorney. The representative is sometimes a commercial house, sometimes a trade-mark attorney, who makes application in behalf of the applicant abroad and, upon receipt of the registration, is empowered to represent the applicant in a legal process for the protection of the mark. The customary fee is 50 yen ($25).

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NECESSITY OF CONFORMING TO LOCAL PREFERENCES.

ong experience in China has proved conclusively that the most
ous policy the American manufacturer can adopt in order to
ie Chinese trade is to adhere to the prevailing practices and
of the local markets. In making up goods for China it must
stantly borne in mind that the natives are accustomed to very
articles in the hardware line. It will be desirable to adhere
rly as possible to the general shape and appearance of the
e goods, so that those offered for sale may be more acceptable
native purchasers. Where their own style of implement may
roved without materially changing its essential characteris-
resulting article would be received with much greater favor
e made up entirely in accordance with American standards.
nufacturer who wishes to enter the market in the most
manner will do well to inspect samples and obtain definite
of the articles in use at the present time.
ican manufacturers should understand very clearly that
st cater to the preferences of the Chinese rather than en-
o force on them goods that are suitable only for other
This is one of the fundamental mistakes that have been
the past. If our makers of hardware will only conform a
re carefully to the special wants of the native dealers (first
them samples and materials that are actually required and
ld in the market), there is no doubt that the Chinese can
ally brought to see the advantage of buying better ma-
'rying to get the Chinese to buy a thing with which they
miliar is a futile undertaking. Where specific instructions
vith regard to requirements, these should be adhered to as
possible. Meanwhile, however, samples of what the manu-
hinks would be more suitable should be submitted to the
n this way it will be possible eventually to introduce en-
and more useful goods into the Chinese market.

THE VITAL ELEMENT OF PRICE.

ject of China as a potential market for American goods
n been discussed at length that the more general phases
er will not be taken up here. It must be said at the start,
nat incomparably the most important factor affecting the
eign wares in China is price. The Chinese buyer will
our bargaining in the hope of reducing the price of an
1 cent, nor is it time wasted, since in many cases that
nore than his earnings for the hour. Finish is a sec-
sideration and quality is often lost to sight altogether in
secure a cheap article that will do the work required.
e Chinese is oblivious to these two considerations. He
the high-quality goods last longer and finish is an at-
steems, but the affair of most moment to him is how
pay and yet get an article that will answer his imme-
essing needs. Those who would compete in the China
ore, must make "China-quality" goods, and it has been
hardware dealer in Shanghai that the lowest American
better than the best China grade.

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CONDITIONS THAT COMPLICATE CHINESE PRICES.

No such thing as fixed prices is known in China, where the principle originated of "taxing the traffic all it will bear." Aside from this general desire to buy as low and sell as high as possible, the fluctuations of the currency make fixed prices impossible, since a change of 1 or 2 per cent in the ratio between gold and silver often occurs overnight and merchandise prices stiffen as exchange goes down. Even the prices of the retailer are affected by this factor.

The bulk of the business with China has been done through commission houses on what are known as "indent orders." On these prices are figured with cost, insurance, and freight, to which must be added commission (usually 2½ per cent), as well as interest during the time the goods are in transit. The question of price is therefore an exceedingly complicated one. Even were the original invoices available in every case, it would be necessary to know the rate of exchange on any given day, and the freight rates as well, in order to give accurate prices. Most of the invoices are figured in taels, a hypothetical measure of value that does not exist as a coin and whose use dates back to the time when the ounce of silver was the standard monetary unit in China.

The margin between cost and wholesale price is a sliding scale dependent upon the volume of sales, so that an article handled in large quantities by many dealers is sold on a very close margin (2 or 3 per cent being common), while in the case of more restricted lines the profits are sometimes 20 to 30 per cent. Retail prices are generally 20 per cent higher than wholesale, although the first or "asking" price is often 50 per cent above what the dealer expects to get, owing to the Chinese love for bargaining.

EXCHANGE.

A great difficulty in the Far East is exchange. This is fluctuating every day. The majority of the Chinese like to buy material for silver coins, thus introducing another complication, as the gold exchange might be at 45 gold cents to the Mexican dollar and the local silver exchange be at a premium of 20 per cent, making a difference of 9 cents gold. On the following day this exchange might possibly differ by 10 per cent. This statement is made simply to indicate one of the difficulties in the Eastern market.

METHODS OF ENTERING THE MARKET.

The question of the best way to enter the Chinese market is one that must be solved by each manufacturer for himself, since the general determining factor is the kind of business he desires to do. It is impossible to do direct business with the Chinese through correspondence except in a few cases of Chinese who have been educated abroad, and it may be noted in passing that most Chinese of this class endeavor to enter the official rather than the business life. The export commission house probably represents the line of least resistance, although traveling salesmen are being sent out by a number of American manufacturers. Such travelers have an excellent effect

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in stimulating the trade in particular lines, since the commission houses' efforts to increase the sale of any specific product are of a sporadic nature, on account of their handling so many lines. Several of the larger corporations have resident agents and branch houses, and these, being on the ground with liberal powers to grant credits, having stocks ready for delivery, and maintaining their own salesmen, are in a position to keep a close watch on the market and to extend the sale of their goods very materially. Only a few of the Chinese houses hold agencies of foreign manufacturers, and the placing of agencies with Chinese houses should be a matter for very careful consideration on the part of any American firm. Granting agencies through correspondence only is to be avoided. Only after full investigation either by a manufacturer or his qualified representative should agencies be granted, and, in the main, American houses will be served best if they work solely through American firms already established in the China field.

DESIRABILITY OF SECURING AMERICAN AGENTS.

The fact can not be too strongly emphasized that American firms which expect to do business in China with any degree of success must be represented by American agents, since dealers have learned of efforts on the part of European houses to obtain United States connections simply because these concerns can not now obtain the lines they are accustomed to handle and so plan to use American goods as a "stop-gap." American manufacturers should, therefore, scrutinize very carefully all applications for agencies and refuse to grant them unless they are satisfied the applicant is a bona fide American merchant. Otherwise they will find that while business may be good during the period of the war, their agents will go back to the European lines as soon as they can obtain supplies from that source and will simply hold the American agency in order to prevent American competition with their European goods.

DIRECT TRADE PRACTICALLY IMPOSSIBLE.

The American manufacturer would do well to consider the fact that the foreign trade of China has been handled almost entirely through foreign concerns having their own representatives in China. It has been practically impossible to conduct direct trade with China, for the following reasons:

(1) The difficulty of financing business and securing native credit ratings of a reliable sort—this condition necessitating the use of the "compradore" system.

(2) The difficulty in communication, since the Chinese people are for the most part unfamiliar with the English language and foreigners living abroad are ignorant of the Chinese language, so that communication can not easily be carried on between the two at long distance.

(3) The difficulty of adjusting complaints that arise as a result of goods arriving in damaged condition or not complying entirely with the specifications.

(4) The difficulty of understanding the peculiar demands of the market, without representation on the ground. In a country like

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China, with such vast potentialities in its transition from a pastoral to an industrial society, the manufacturer with an organization in the field is the only one who, in the long run, can hope for much success.

INADVISABILITY OF DIRECT DEALINGS WITH CHINESE.

The question of dealing directly with the Chinese is one that has been brought up many times. The writer believes that, except in the case of a very few old and well-known native firms, such a course is not advisable. One reason for this opinion is that, after the arrival of goods at Canton, discussions are likely to arise as to whether they are up to sample (and the Chinese are very particular about this), with the result that many shipments would be thrown back on the shippers' hands. Another very important reason is that of finance; the Canton banks would require full security to cover the entire costs and charges before they would consider the business. It is also well to bear in mind that the home manufacturer is usually not acquainted with Chinese customs or commercial methods.

There are many American firms in China that make it a business to represent manufacturers in the United States, and there is no doubt that the interests of the latter would be much better served and more satisfactory results obtained if transactions were conducted through one of these firms. They are able to settle all disputes, look after damaged cargo, attend to the settling of insurance claims, and (of primary importance) to push the sale of goods with the maximum effectiveness.

More attention should be given to the matter of traveling salesmen. The initial expense of sending a traveling man to the Far East is unquestionably great, but, if he is earnest and efficient, the result of his work will much more than offset this. The manufacturer should, however, know intimately the man whom he sends out and take care that he is thoroughly qualified for the position.

ADJUSTING AMERICAN BUSINESS METHODS TO CHINESE CUSTOMS.

Probably the greatest difficulty the American agent would have would be in bringing about an adjustment between the American methods of conducting foreign business and the methods that have long been customary in China. In the first place, there are not the highly elaborate systems of credit information. The manufacturer would have to place a great deal of authority and confidence in his local representative, who could obtain all the needed information by personal investigation.

Heretofore the average American producer has demanded payment for his goods at American ports. Whether this indicates lack of confidence in China customers or a desire to get his money for another turnover, the fact remains that it has made it more difficult to compete with countries willing to take payment on delivery. A Chinese purchaser likes to see the goods when he pays for them. If this implies any doubt as to the meeting of specifications, such doubts may be as justified as questions concerning his willingness to pay. The Chinese merchant also takes into account the fact that at the

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usual rates of interest in China it does not pay to discount bills for the small amounts allowed. This shows the need of establishing a strong American bank in the Orient.

EFFICIENCY OF USUAL SELLING METHODS COMPARED.

Questions of the above nature would, in a measure, depend for their adjustment upon the method of entering the market. Of possible methods the following might be proposed: (1) By correspondence; (2) through export commission houses; (3) by traveling salesmen; (4) by using native houses as agencies; (5) by resident American agents; (6) by branch houses.

Correspondence is out of the question in this case. The Chinese merchant has not arrived at a stage where he can do business in that way. As before mentioned, he lacks the initiative required for conducting business by correspondence. But the most cogent reason for not attempting to secure business thus is the keen competition to be met. It would be impossible to take the business away from competitors who have large agencies in the field equipped with samples and a staff thoroughly in touch with the customer.

Export commission houses are, in general, inadequately represented in the North China field, and therefore no better qualified than the manufacturer himself for pushing the goods. Or, again, they may have too diverse a trade and too extensive a territory to devote sufficient attention to a particular line in a particular field.

The traveling salesman might come to China and accomplish something worth while. But he should be given sufficient time to familiarize himself with his market and considerable discretion as to the method of handling it. In the absence of better credit data, his individual judgment, assisted by that of local banks and business men, would have to be depended upon. He would thus become virtually a local agent.

Native houses acting as agents would probably be effective. But they should be carefully chosen from among the few firms capable of this work and should be required to keep in close touch with the home office. They would need the assistance and stimulus of occasional and more or less protracted visits on the part of an American traveler, who might have a round of such houses.

A resident American agent would be more promising than any of the above methods if he were properly established. For such work a man should be chosen who is acquainted with the requirements of the country and the attitude of the Chinese. He should be given authority to establish agencies with either foreign or native houses and sufficient funds for pushing the line with advertising, demonstrations, and development work. The resident agent would seem to be the best of all methods at present.

Branch houses could be established later if the results obtained by a resident agent warranted going into the market on such a scale. As yet the time does not seem ripe.

GOODS ON CONSIGNMENT—SAMPLES.

Sending goods on consignment is by far the quickest and simplest way of introducing any article of hardware, but at the same time manufacturers should be very careful about sending goods not suit-

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able to the market. There have been many cases of this, and in the majority of instances they have led to loss of money and disagreement. The selling man on the spot (Canton) should always be consulted; there is then very little chance of useless goods being left on the agent's hands for years and then having either to be sold in China at a loss or returned to the United States.

Samples are of great importance, for when the average Chinese purchaser can actually see what he is going to buy he is very likely to make his order much larger; or, again, when looking around the sample room he may see several other articles that he has never thought about and for which orders may be taken.

FUNCTIONS AND METHODS OF COMMISSION HOUSES.

The greater portion of the buying is, however, on indent orders through the commission houses, several of which have been in the field for more than 20 years. Their commission is 2½ per cent, and the terms are generally cost, insurance, freight, commission, and interest, the last item being on the value of the order from the time it is shipped until the account is paid. The usual rate is 6 per cent to the due date of the draft and after that 7 per cent. The commission houses assert that they stand in a dual relation, protecting both the seller and the buyer, and they quote numerous instances in which direct shipments would have resulted in large losses to one or the other of the parties. Some go so far as to say that it is only through their efforts that trade between the American manufacturer and China has been continuously possible. Questions of damage or failure to meet specifications are settled by the commission house with the buyer at once, the former trusting that the claim will be allowed by the manufacturer or that the loss will be made up on some other shipment. Were this not done, the Chinese often would be compelled to take the first shipment at a considerable loss, and this would prejudice them against that particular manufacturer forever; whereas the offices of the commission house in adjusting the claim make possible a continuance of the business.

The commission houses point out that a general downward revision of prices should be made by American manufacturers on orders that they intend for export. In reply to the assertion that export prices are now lower than those in the United States, the import houses insist that they are not yet low enough, in view of the fact that the manufacturer who deals with these commission houses is relieved of all selling expense and can well afford to make substantial reductions. In addition to the absence of selling expense, there is the exemption from losses due to bad debts, since the commission house attends to all collections and, so far as the manufacturer is concerned, the goods are paid for before they leave the United States. This, the commission houses say, is a state of affairs that can not be brought about by direct dealings with the wholesaler in China. It is claimed that the experience of firms who have tried the latter method has been invariably attended with much loss, suddenly sustained, through dealings with firms that, to all intents and purposes, were perfectly solvent.

The commission houses also say that the manufacturer who ships direct will in the end, suffer losses that the import establishment

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have avoided, since the latter learns immediately of any change
ıerchant's standing and takes measures to protect itself by re-
ɔn of credit.
the other hand, as already mentioned, some Chinese dealers
ɔeak and write English are endeavoring to make direct con-
ıs and in some cases have succeeded, although they say every
e obstruction has been put in their way by the commission
Unless a shipment is on terms of "free on board" at some
ıg port, the buyer never sees the original invoice, but is handed
rom the commission house. Even if a memorandum of ship-
; handed him, the prices and even the name of the manu-
r are ordinarily cut out. This has given rise to the suspicion
tain discounts are not allowed him, but remain in the hands
ımport house through which he has ordered.
ɔommission houses believe that, even if the Chinese dealer
ange for direct shipments, he will probably return sooner
to his former method of buying on indent orders, since it
ved very difficult in the past for the Chinese merchant to
y correspondence any controversy regarding goods, and he
y prefers to have some one on the ground to correct any
satisfy claims with respect to shortage, damage, careless
or improperly finished goods. Some of the Chinese dealers
e had direct shipments in the past say that the attitude of
rican manufacturer in case of claims is: "We have your
ıd can't allow your claim."

TAGE OF PERSONAL REPRESENTATION—C. I. F. QUOTATIONS.

ɔne has met the requirements of the market in regard to
y and style of goods, there is still to be considered the best
placing the goods on the market. Conditions are such
ınly effective way of doing this is through personal repre-
in the field. A local representative can keep in touch with
t—make prices just when the goods are needed and quote
e point of delivery. Besides the fact that the business must
ted largely in the Chinese language, this last is most im-

nese dealer demands that prices be quoted c. i. f. his port.
s that manufacturers must inform themselves in regard
ınd freight rates. The hardware sold in Tientsin and
ches the dealer by one of three routes. The cheapest is
directly to Taku, which is the port of Tientsin. From
ıiddle of December till the latter part of March this port
. At such times goods must come by rail to Tientsin.
ɔe landed at Chinwangtao throughout the year and sent
via the Peking-Mukden Railway to Tientsin, or they can
ıt Shanghai and forwarded by rail to Tientsin. Chin-
a small port and sailings are somewhat irregular, but it is
ıs an emergency port for Tientsin when the latter is
Shanghai gains some of its importance as a receiving port
a treaty port where many foreign firms have their main
varehouses. But there is a tendency to branch out, and

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new offices are being opened in Tientsin and other northern towns. Railway freight rates are high, so that there is more shipping into Tientsin in the open season than in the winter. Even goods from Shanghai are sent up by steamer. Peking receives practically all its goods by way of Tientsin and the routes leading thereto. The best route from America to northern China would seem to be via Seattle and Japanese steamer to Tientsin, with perhaps a change of steamer at a Japanese port. Rates are not the same both ways and so can best be secured at the American end. C. i. f. prices should be furnished to local representatives, to which the latter can add customs duty and other taxes.

The financing of orders can be managed with as much facility in China as elsewhere. But drafts should be made so as to allow time for the arrival and inspection of goods before payment. In this matter a local representative affords the most effective means of getting in touch with buyers and determining their financial standing.

THE "COMPRADOR" SYSTEM.

Credit information regarding the standing of Shanghai Chinese is easily obtained through the "comprador" system. Each commission house has a Chinese employee in a supposedly confidential position who acts as interpreter, has charge of the finances of the house in its dealings with Chinese buyers, and conducts many investigations into trade matters for his employers. In case information is required concerning a new customer in Shanghai, the compradore looks over the list of firms furnished by the customer as references and makes inquiry of the compradors of the other firms. They give him the desired information, knowing that he can be depended upon to return the favor at some later date. The same procedure applies in the case of the country merchant, who is always fairly well known to some of the local compradors.

Credit information such as is provided by Dun or Bradstreet is lacking in China. This is one of the factors that has brought the comprador system into such universal use in China. The foreign firms there depend very largely upon the information that the comprador is able to secure by his own means and through his personal acquaintances. Such information, backed up by the comprador's guaranty, together with his ability to get into close touch with the native trade, has caused him to be considered a necessary adjunct of every foreign firm in the country. The situation is virtually this—that the firm makes all, or practically all, of its sales to one man, the comprador, whose financial standing and credit are secured by large money deposits and guaranties. This man in turn sells to the respective customers.

Such a buffer between the foreign firm and its unfamiliar market no doubt protects it from a certain amount of bad debts. But there is a considerable doubt in the writer's mind whether being removed that much further from an intimate contact with the ultimate purchaser is not too great a disadvantage. Bad debts would hardly seem likely to become a serious consideration, since the Chinese are capable of appreciating the value of credit and have not generally acquired the reputation of being bad pay. (The comprador system is more fully discussed in Chapter IV, "The Export Middleman.")

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DESIRABILITY OF HARDWARE JOBBING HOUSE IN SHANGHAI.

In the writer's opinion, China offers a splendid field for an American hardware jobbing house. We should have in Shanghai, the commercial metropolis of China and the center through which the bulk of foreign trade in China passes, an American hardware firm carrying a full stock of goods of the kind now demanded in the Chinese market. This concern should, in addition, be equipped with facilities for carrying on investigations as to the possibility of supplanting many of the crude, native-made articles by those of American manufacture especially adapted to local needs. This firm, while supplying a substantial demand in articles that already have a market in China, could advantageously engage in experimental work, calculated to meet and to create wants. It is believed that the establishment of an American hardware house in China is the only practical and profitable way to meet the opportunities that will present themselves in this very promising field.

The writer would suggest that any American firm seriously contemplating the adoption of this recommendation should, as a preliminary, send several of its well-qualified men to China to make a thorough study of the situation at first hand, with the object of familiarizing themselves with the materials in present demand, so that the concern may guard against stocking up with those articles for which it would find no Chinese market.

In addition to the advantages Shanghai offers as a distributing point for the whole of China, it is also readily accessible to the entire oriental field. This is a special advantage because of the fact that China exacts a maximum import duty of only 5 per cent on articles from abroad, which need not operate as a serious handicap in the matter of reexportation to other oriental markets.

A hardware jobbing house in Shanghai, in addition to being able to supply the large present demands for hardware articles, should be in a position to build a solid foundation in preparation for the vast industrial expansion of the near future. It should be remembered that Shanghai is one of the treaty ports of China and that foreign concerns and persons resident therein are under the jurisdiction of the laws of their own respective countries, receiving the protection of their home governments through their representatives in China. Their business and other interests are not under the jurisdiction of the officials of the Chinese Government, and for this reason any change in the political conditions of the country need not seriously concern them.

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CHAPTER X.

FACTORS AFFECTING MARKETING OF ELECTRICAL GOODS.

INTRODUCTION.

There are a number of fundamental factors in foreign trade which handicap the exporter, whatever trade channel he employs to accomplish his sales. Among those most frequently mentioned by the exporter in the past have been the lack of American branch banks in foreign countries, the lack of an American merchant marine, the investment of foreign capital in the industries and merchandising houses in neutral markets, and its influence upon demand for our goods, the influence of discriminating and preferential tariff. These factors have been crystallized into foreign-trade axioms such as "trade follows the dollar," "trade follows the flag," "trade follows the freight rate," and "trade follows the people."

The excerpts in this chapter have been selected to illustrate in a concrete way the influence of some of these factors in their market settings, especially the influence of sentiment and tariff in New Zealand, of investments in Peru, and of proximity, tariffs, and standards in Cuba.

The general approach to the subject matter is the same as in the previous chapter. The problem is different, due to the character of the line, which is composed chiefly of highly specialized machinery. Comparison should be made of the differences in qualifications of salesmen of hardware and electrical machinery. Another marked difference is in the character of the distribution, the dealers, and the users of these goods in foreign markets.

INFLUENCE OF TARIFF AND SENTIMENT IN NEW ZEALAND.[1]

FAVORABLE POSITION OF ENGLISH GOODS.

New Zealand has been described by a man familiar with both countries as "more English than England." It is natural to expect that the people favor British-made goods. That is true in general and applies in particular to apparatus and material, where quality and prices can not so rapidly be compared, or where the differences can not be reduced to terms of efficiency.

In the case of materials and equipment that are bought upon a specified performance, it would seem that in normal times Ameri-

[1] From "Electrical Goods in New Zealand," by R. A. Lundquist, Special Agents Series No. 147, Bureau of Foreign and Domestic Commerce.

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can manufacturers would receive fair treatment, though their figures may have to be appreciably lower than British in order to secure the business. At the time of this investigation, however, it was clear that business men felt they should buy from England all goods of which delivery could be made. They desired to keep the money within the Empire.

CLASSES OF GOODS AND SOURCES OF SUPPLY.

Internally fired boilers of the Lancashire type are used to quite an extent in the older plants, but the British-made Babcock & Wilcox water-tube boilers are generally favored; they are in use in all the newer plants and are supplanting other types in many old stations.

STEAM AND GAS ENGINES.

In the steam turbine field the most favored makes of units are the English Parsons and the Brush. American turbines have made small headway here. The fact that only one American company has been in the field may have some bearing, but in the main the showing made is evidently due to the market in the past having demanded apparatus of types more in line with English practice than with ours, so that our manufacturers were higher in price with no better guaranties as to economy or delivery. There appears to be only a limited field for steam turbines in the Dominion. It is the intention of the Government to supply electricity to the few large cities from its proposed water-power, high-voltage network. While awaiting development along these lines, the cities do not care to make extensive additions to plants, and such as are made are generally equipped with British apparatus as a result of sentiment born of the war.

In steam engines the market has demanded high-speed, inclosed, vertical types, compound and triple expansion, such as are standard with British manufacturers, and this again has naturally resulted in the business going to England.

Gas engines used for central station service in the Dominion are practically all of English make, and are generally similar to American designs. The fact that there is a duty preference of 10 per cent in favor of British engines accounts in part for the preponderance of English machines.

Several New Zealand municipalities have installed Diesel plants, Dunedin, Hastings, and Gisborne being the most important of them. The Dunedin plant is the largest and is used as a stand-by for the municipal hydroelectric system. It consists of one 750 and one 500 brake horsepower engine, made by Mirrlees, Bickerton & Day, of England, each directly connected to a generator.

WATER WHEELS.

There is a great amount of undeveloped water power in New Zealand. At the present time the Jens Orton-Boving Co., of Sweden and England, appears to have the field almost entirely to itself, the only company that seems to have given much competition being the Escher-Wyss Co., of Switzerland. American makers of water wheels that competed have been high in their bids, and this has lost them the

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business. The cost of a typical Swiss Francis type, 2,000-horsepower, 500 revolutions per minute turbine, operating under a 465-foot head, was about $6,085 f. o. b. New Zealand in 1912–13.

It may be well to note here that the Swedish company has a good technical representative in the field, and this has gone a long way to help matters. American makers, on the other hand, have often merely turned figures over to agents who were in no manner conversant with hydroelectric work, so that even if their prices were competitive they would hardly receive the consideration they merited. Furthermore, the Swedish company has in many cases been able to secure the duty preference given to British manufactures by having the actual construction of their wheels carried on in England, contracting with British machine shops to do the work in accordance with the water-wheel company's standard drawings and under the supervision of their engineers. In that way their product was classed as of British manufacture.

SWITCH GEAR—UNDERGROUND CABLE.

American high-tension switch gear is very well liked in the Dominion and has the strongest hold on the market. A little Siemens Bros. (English branch of German house) material has been used and a fair amount of British Westinghouse, but engineers generally prefer to get American gear if they can do so. One reason is that they all look to America for high-tension developments and keep in close touch with our practices through technical journals and through the Proceedings of the American Institute of Electrical Engineers. In addition, of course, very satisfactory results have been obtained from American switch gear, which has not always been the case with British equipment.

It does not appear that American cable makers have seriously attempted to enter this market. There is no duty on cable except the 1 per cent surtax, at the present time, and it would seem that our manufacturers could offer fair competition. The British manufacturers, with a volume of ordinary rubber-covered wire business here, have been in a position to establish strong agencies and to go after the cable and wire business aggressively. Our rubber-covered wire not being accepted by the underwriters and the total Dominion business in cable not being very great, there has not been the incentive for American cable makers to work the market very thoroughly, or at all, and local agents do not push this part of the business as strongly as they do other lines.

BARE AND WEATHERPROOF WIRE.

It has been the practice in New Zealand to use triple-braid weatherproof wire for distribution work as in the United States. It does not appear that American wire manufacturers have entered this field to a great extent. In the case of bare wire this may be due to the fact that local engineers work along English lines and specify the diameter of wire or strands according to S. W. G. standards. In the weatherproof field the market calls for stranded wire, even in small sizes. The wires used to the greatest extent throughout the

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Dominion are those of the British Insulated Wire & Helsby Cables (Ltd.) and Hensley's Cable & Telegraph Works.

The triple-braid weatherproof wire seen in New Zealand did not appear to have as good or durable an insulation as that of our first-class American product. The braiding is not quite so tight and the compound seems to work out more quickly.

LINE MATERIALS.

Porcelain power and phone insulators have a smaller pin and a different threading than are employed in America. The usual standard is the five-eighths-inch Cordeaux thread, but a one-half-inch standard is also used for the smaller designs. It may be noted here that pins and insulators are frequently purchased together.

American manufacturers have not gone after this smaller porcelain business in the past, it seems, probably because of the different standard.

Except for a small amount that came from Germany and America prior to the war, most of the line hardware came from England, though some has been made locally and in Australia. Insulator pins, known as "bolts" or "spindles" among construction men, are generally listed with insulators in English catalogues, and since the majority of the insulators were secured from British makers, the majority of the pins and other line hardware seems to have been obtained from the same source.

The use of line switches is confined practically to high-tension service. A number of American-type switches were observed, but it was admitted that they had been made by the companies themselves. It is doubtful if there will be any market for this material in New Zealand, except possibly for the automatic types.

DIRECT-CURRENT MOTORS.

Owing to the tendency to follow the English practice, the central stations supply a direct current at 220/440 volts in a great many of the smaller towns and even in Auckland, the largest city in the Dominion. Direct current, of course, is also employed in many of the industrial plants.

There has been no great sale for American direct-current motors, since American makers have been unable to bear the 10 per cent additional duty and compete. The British Westinghouse Co. and Siemens Bros. have shared the larger portion of this motor business, though one well-known large American concern has done a little here and there. Siemens Bros. were very active in this field before the war and were making prices 15 to 20 per cent below those of American manufacturers. Our manufacturers can not hope for a large volume of the direct-current motor business in New Zealand under existing conditions.

ALTERNATING-CURRENT MOTORS.

In alternating-current motors American manufacturers have been able to compete and make a good showing. Our motors are considered the best in the market and are desired by engineers, even at

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higher prices. The British Westinghouse Co. has done a fair amount of polyphase-motor business, and Siemens Bros. were beginning to secure a fair trade before the war, but in both cases it was generally a matter of buying on price or on sentiment.

In the single-phase line there has not been a great development in New Zealand, except in Wellington, where the power supply is 220-volt 80-cycle single phase. However, in Wellington the municipal tramways have a number of 500-volt power circuits on which most of the larger motors are carried. This naturally restricts the field for alternating-current motors.

Well-known American single-phase motors are regarded as the best in the market and secure a good share of the business available. British makers are trying to get into the market, and are sending out various types of split-phase motors, as well as one or two repulsion starting types. A British motor of the repulsion type was recently brought out by an importer, and a request for a test was made of the municipal light-plant engineers. The motor manufacturers claimed unity power factor and certain starting conditions, but the engineer who made the test says the motor did not at all fulfill the conditions and was decidedly inferior to the American motors in the same class. The motor in question was of 1 horsepower, 1,400 revolutions per minute, and retailed locally for about $72. Two single-phase motors in the market are by Langdon & Davis and F. Parkinson & Co., both British.

In the alternating-current motor field, as a whole, American makers are able to meet foreign competition and have established a good reputation for reliability and for operating under severe working conditions. A typical instance was cited by an English engineer in one of the larger cities, who said that, in changing over the motors on their lines, where a complete replacement was necessary, owing to voltage conditions, he had personally noted the overload capacity of a 10-horsepower American alternating-current motor that had been operating for a long period. In making the change a British motor of the same capacity was used to replace the American motor. The next day the owner of the shop complained that the new motor was not carrying the load and was overheating. Examination revealed the fact that the load was actually 15 horsepower instead of 10, and it was necessary to install a larger motor of the British type.

MOTOR CONTROL.

Direct-current motor starting boxes are usually of the ironclad or protected type. Starters are generally provided with no-voltage releases and some of them with overload releases. Squirrel-cage motor starters have about the same characteristics as those used in America, being of the auto-transformer type as a rule, though in smaller sizes some star-delta starters have been used. This starter switches the stator windings into star for starting, with a throw-over to delta for running. Starting controllers are often equipped with an ammeter.

American motor-control apparatus is well liked. It appears to be cleaner cut and generally less cumbersome than foreign and gives better life.

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ELECTRIC ELEVATORS.

Most of the elevators in New Zealand are of American manufacture. The principal competition is given by the Stephens, Major & Stephens elevator, made in England, which has obtained a small percentage of the business. A few German elevators have also been installed. Where the American elevators have lost the business it has been mainly on account of sentiment in the case of British and on the basis of price only in the case of German competition, though personal acquaintance is a big factor in salesmanship in this country, and that may have had some bearing on the placing of orders.

There is a continually increasing field for elevators in New Zealand, as a result of the growing tendency to erect taller business and office buildings, of which there is a lack in most New Zealand cities. It is likely that purchasers will in many cases want both automatic and manual control, which, however, American manufacturers have been accustomed to provide whenever specified. American elevators hold the market, and there is no reason why they should not continue to do so.

ELECTRIC-RAILWAY EQUIPMENT.

In car equipment the United States has the largest business, with British Westinghouse and Brush also in the field. The total business of the latter makers is small compared with that of the American manufacturers. As near as could be judged, the American manufacturer who is actively in the field secures the business, excepting that which is placed either upon the basis of personal friendship or of sentiment, and in many cases he obtains contracts even where the sentiment is apparently a factor. In one city where Brush equipment was originally purchased through the consulting engineer, the superintendent of the tramways complained of the maintenance it required and declared that from what he knew of American car equipments he was going to insist upon their purchase in the future.

As a résumé of the tramway situation, it may be stated that American manufacturers have the best reputation and should hold the market in the future, except in so far as sentiment may influence the placing of business with British manufacturers. Owing to the war and to the fact that tramway systems as a rule are municipal enterprises, the tendency will be for some time at least to favor English manufacturers whenever possible. In private work sentiment does not have so much influence.

LAMPS.

American manufacturers of incandescent lamps have not done a great deal of business in New Zealand until recently. The Osram lamp, made by the British General Electric Co., has been very popular, as has the Phillips lamp, made in Holland, and these two have taken the greater volume of business. Only one American company has really been competing in New Zealand for lamp business, and this fact, coupled with the higher duties on American lamps, has probably had a bearing on the matter, especially since the American company's agent also represents an allied British company and has preferred to push the British lamp.

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American incandescent lamp makers have to pay 20 per cent duty, while British manufacturers pay only 10 per cent. It can hardly be expected under the circumstances that there will be a very great future in New Zealand for American lamps. Dealers will probably make a little larger profit on British lamps and in addition have a "sentiment" talking point to aid them.

TELEPHONE AND TELEGRAPH EQUIPMENT.

The telephone and telegraph systems in New Zealand are controlled by the Government and are operated under the jurisdiction of the Postal and Telegraph Department. There is apparently no telegraph and very little telephone line that is not operated by this department. There is a tendency among the farmers to erect private lines, just as there has been in the United States, but only a limited amount of such work has been done so far, though probably a fair amount will be done in the future.

New Zealand has about 65 central telephone exchanges and 190 subexchanges, with about 57,000 subscribers on the lines. The relation of telephones to the population for the Dominion and for the four largest cities is as follows: New Zealand as a whole, 4.93 per cent; Wellington, 8.8 per cent; Dunedin, 6.6 per cent; Auckland, 6.19 per cent; Christchurch, 5.81 per cent.

At present most of the systems are of the magneto type. The apparatus used is mainly of Swedish make, the Ericksen Co., of Stockholm, having secured the greater part of this business. The tendency now is toward automatic exchanges. There are a number of these exchanges in the country and many more have been contracted for. The English branch of an American company has practically a monopoly of the business. Another system, introduced by an American company, is working very satisfactorily, but evidently the first-mentioned company will secure practically the whole of the future automatic installation in New Zealand.

WIRE AND LINE FITTINGS.

Telephone-line construction is similar in a general way to that in America with the exception that possibly more open wire is used in the larger cities and that porcelain insulators and steel pins are used. Not a great deal of American cable is used in the Dominion, but local engineers see no reason why it should not compete. It was noted, however, that in the prices quoted in New Zealand there did not appear to be a great percentage of profit.

The telegraph system of the Government is quite complete at the present time, and with the slow growth in population there will not be much extension of the business for some time to come. The tendency on the part of the telegraph engineers is to adhere closely to the British standards. The apparatus in a great many cases conforms to British post-office specifications.

General rules for wiring for the utilization of electrical energy issued by the Fire Underwriters Association of New Zealand are very strict, and the general wiring practice is of a higher order than in the United States.

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INFLUENCE OF INVESTMENTS IN PERU.[1]

POPULATION AND INDUSTRIES.

So much of the population of 4,500,000 is made up of Indians and the poorer natives that the purchasers of imported goods other than foodstuffs can not be numbered at more than one-tenth of this figure. So far as small electrical devices are concerned, the market is confined almost entirely to Lima and Arequipa, the largest cities, the former with approximately 150,000 inhabitants and the latter with 45,000. These two cities and Cuzco have the largest lighting plants in Peru. The others are too small to warrant attention except from local dealers; moreover, since they do not run in the daytime, only articles pertaining to lighting have a ready sale.

Since the large users of electrical machinery are and will be the mining companies, the lack of transportation facilities has a direct bearing on the market for such material in Peru. If the Government does not undertake the construction of railroads some of the large mining interests will probably do so, at least to satisfy their own requirements.

WATER POWER AVAILABLE.

On the western slope there are numerous streams, but they are all very small and in dry seasons dwindle to almost nothing, especially as large quantities of water are used for irrigation. Since the land has a sharp grade from the seacoast back to the mountains, however, even small streams are rapid in their descent and therefore can furnish fairly abundant power throughout the year. In many cases storage reservoirs could easily be installed on the watercourses. At present large quantities of water simply run into the ocean during the rainy season and at other times there is not sufficient to supply the demand.

On the eastern slope there are steep descents, and in addition plenty of water, either from the snow-capped mountains or from the plentiful rains that fall at nearly all times during the year. It is in this section that the large developments of the future will take place, for here will be the demand because of the proximity of this region to the rich mineral deposits that are being worked on a larger scale every year.

Where water power is not available it is customary to install internal-combustion engines operating either directly on crude oil or on producer gas made from the oil. Wood, coal, and gasoline are all more expensive than the oil and consequently they are not popular among power users, even on a small scale. In some instances oil is burned underneath steam boilers, but this usually occurs only in rather large installations.

All the sugar mills use the bagasse, or cane refuse, to generate steam for the cooking processes and consequently have steam at hand for driving the various engines about the mill. From this circumstance only steam-engine-driven generators would naturally be found where electric plants are put in, whether they are for lighting alone or for power and lighting combined.

[1] From "Electrical Goods in Ecuador and Peru," by Philip S. Smith, Special Agents Series No. 154, Bureau of Foreign and Domestic Commerce.

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GENERAL REVIEW OF PERUVIAN MARKET FOR ELECTRICAL GOODS.

In round numbers there are in Peru generators having a total c pacity of 39,000 kilowatts, distributed as follows: In the mine 22,500 kilowatts; in the largest cities—Lima, Arequipa, and Cuzc 14,250 kilowatts; and in all the rest of the country 2,250 kilowa The total given is undoubtedly too large, and will more than c all the small installations, none of which runs over 100 kilowa The capacity at the mines is used almost entirely for power, only small part of it being available for the use of individuals who mig be considered possible purchasers for current-consuming devic The small plants scattered throughout the country can hardly reached except through the dealers in Lima, who in turn are position to sell to the small dealer or to the consumer direct. none of these plants operates in the daytime the inhabitants of t towns and villages where they are located can be eliminated fro the market except for lighting and wiring material. The field narrows down, then, to the three cities of Lima, Arequipa, and Cuzc Cuzco is not now very important, as it has only 500 kilowatts and large portion of the population is entirely unaccustomed to the conveniences of modern life. However, a progressive management is charge of the central station and is endeavoring to introduce new methods and devices, and it is likely that much development will take place in the near future.

Both Arequipa and Lima offer an opportunity for the sale of sma devices but to an extent much more limited than in cities of equa size in the United States. As yet only about 10 per cent of th inhabitants in these cities are customers of the central station. Th customers of the Lima Light, Power & Tramway Co. have increase 50 per cent in 6 years—that is, from 10,685 at the beginning of 191 to 16,119 at the beginning of 1917. From these figures and from the statistics of imports it will be seen that there exists a comparatively small field in Peru for the sale of anything but the genera material used in giving service for lighting.

CENTRAL POWER AND LIGHTING STATIONS.

PLANTS IN PRINCIPAL CITIES.

Lima is the capital and largest city of Peru, having about 150,00 inhabitants. It is located some 6 miles inland from Callao, its port and is connected with it by an electric and a steam railroad. All the lighting and power service, both public and private, as well as the electric railways in Lima, Callao, and the suburbs Miraflores Barranco, and Chorillos, is supplied with current by the Empresa Eléctricas Asociadas (Lima Light, Power & Tramway Co.). This company was formed several years ago by the consolidation of the various railway and lighting companies then operating in and about Lima and has its principal office in Lima. It has various generating plants using both steam and hydraulic power. All the hydraulic power is furnished by the Rimac River, which flows through Lima: but in times of low water there is not sufficient power and auxiliary steam-driven units are necessary.

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requipa is the second city of Peru, having a population of about 00. The lighting and power service is supplied by the Sociedad trica de Arequipa, a company formed in 1905, which acquired the ts of the company that had been operating in Arequipa since . A new plant was built using water power from the Chili r, which flows through Arequipa. The plant is located about 10 s above the city and has a capacity of 980 kilowatts furnished by 590-kilowatt and one 390-kilowatt generator, each driven by a h water wheel. The generators are of German make, 3-phase, -volt, 50-cycle. There are also two single-phase generators, of 150 kilowatts' capacity, which are no longer in use. The r is taken from the Chili through a canal 4,000 feet long with a of 53 feet.

hen the tramways were electrified in 1913 an agreement was whereby the tramway company (Tranvía Eléctrico de Are- a) was to purchase power from the Sociedad Eléctrica de Are- a for a term of years instead of installing a plant of its own. he machinery and accessories are of German make, owing to the that the principal stockholders, although Peruvians, are of an descent.

e electric plant at Cuzco is owned by the Cia. Eléctrica Cuzco, a company in which the four original owners are the largest rs. The station equipment consists of two generators each hav- a capacity of 250 kilowatts, 3,000-volt, 60-cycle, 3-phase, and n by Pelton wheels. The generators are of Italian make wn-Boveri), and two duplicates are to be installed soon.

Sappi, on the outskirts of Cuzco, there is a switch house, and the line divides into two parts. One goes to the substation and ther goes directly to two industrial establishments, a brewery a cotton mill, which are the largest users of power in Cuzco. motors for both these concerns are of Italian make.

typical of the small plants that have been established in differ- owns, the following data regarding the plant at Huancayo, a of about 15,000 inhabitants, are interesting. The installation sts of a 24-kilovolt-ampere generator with separate exciter, the being driven by a Pelton wheel operating with a head of 123 The current is transmitted 5 miles to Huancayo at the gen- r voltage of 2,200.

is plant is owned by Martinelli Hnos., Huancayo, who also have ssions for other plants in towns near Huancayo.

MINOR INSTALLATIONS.

e Cerro de Pasco Co. installed a hydroelectric plant at Oroya e years 1913 and 1914, using water from the Yauli River at a head of 719 feet. The power house is located 100 miles from de Pasco, but power is transmitted there and even beyond to oal fields of Goyllarisquisga and Quishuarcancha. In another tion power is also sent to the mines at Morococha. The gen- g equipment consists of three units, the generators being rican, 3,750-kilovolt-ampere, 2,300-volt, 3-phase, 60-cycle, di- y connected to and mounted between two 2,500-horsepower Pel- vheels.

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All the material used in this electrical development is of American make, as it is owned by an American company. Purchases are made through the New York office, largely upon recommendation of the resident electrical engineer at Oroya.

A smelter is located at Casapalca, on the Rimac River and at an altitude of 13,606 feet. It is provided with electric power generated at two stations on the Rimac, one at Casapalca and the other 4 miles below. All the Casapalca equipment is of German make and was installed by a German engineer from Lima.

Near the Casapalca mines mentioned are some other mines with their own power plant furnishing hydroelectric power. The station is located on the Rimac River. It contains one Siemens-Schuckert 500-kilovolt-ampere generator driven by a Voith turbine operating with a head of 175 feet. All the current is 3-phase, 50-cycle, and is used at the mines, which are understood to be in good condition and to have possibilities of expansion. The machinery is all of German make except motors recently installed. The plant was erected by the engineer who put in the plant for the other Casapalca mines.

ELECTRIC MINING MACHINERY.

While much power may be used for general industrial purposes it is evident that the requirements of the mines already in operation far exceed those of all the other industries. A general description of the mine equipment of several companies has already been given. Since many small mines are being exploited there is no doubt that at least some of them will turn out to be producers and power will be needed to operate them whether they are working on veins, on low-grade ore, or as placer mines.

Many of the mines that are actually producing are working only as hand industries, but more capital would enable them to expand and there would be a great demand for electrical machinery. If such capital comes from the United States the manufacturers there will get the orders for the machinery, but if it comes from other countries the business will return to the factories of those countries. This has been demonstrated in the past. Therefore the first step in attempting to increase American business in Peru on a large scale must be the formation of American companies or the lending of American capital to exploit the country's resources, especially its minerals.

Most of the development work now being carried on is in the southern part of the country, in the vicinity of Huancayo, Cuzco, and Arequipa. The northern part, especially the Cerro de Pasco region, is already well developed. The work that is being done at Cerro Verde, near Arequipa, by a large American company is the largest scheme in Peru at the present time. If it turns out satisfactorily, a large amount of electrical machinery will be needed, for the ore is of rather low grade and quantities of it will have to be handled and treated. In the immediate neighborhood there are possibilities of obtaining a good deal of hydroelectric power, but perhaps not enough for this purpose, and a transmission line from some distance may be necessary.

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TRACTION SYSTEMS.

The trolley systems of Lima and Arequipa are the only ones in Peru. The trolley-car service of Lima, Callao, and surburbs is furnished by the Empresas Eléctricas Asociadas, of which the generator equipment has been described. The service is divided theoretically into the urban and suburban lines, but, except the Callao-Lima cars, all cars travel certain routes in the city as well as the outskirts. The rolling stock and all the material used, except five old and practically disused cars, came from the United States. All shop work and line construction are also based on American practice, because the trolley division of the electric company is under the charge of an experienced engineer from the United States. The old mule-car system of Arequipa was abandoned and an electric-car line was installed in July, 1913. The line is known as Cia. Tranvía Eléctrico de Arequipa and is a stock company financed and controlled jointly by the Banco del Peru y Londres, the Banco Italiano, and an American company. The management of the Cia. Tranvía Eléctrico de Arequipa has been in charge of an American engineer since February, 1917.

WIRING.

Practically the only underground cables are those of the Peruvian Telephone Co. and the Central & South American Telegraph Co., both established in Lima. These are cables built specially for this class of service and came from companies in the United States. Here again the influence of Americans has turned business to the American manufacturer, as the engineer of the telephone company is an American and the cable company has its head offices in New York.

The wire used by the Government telegraph lines and the telephone company of Arequipa and Mollendo is galvanized iron, sizes 8 and 12, respectively. It is all bought in the United States.

TELEPHONES.

The telephone system in Lima and suburbs is furnished by the Peruvian Telephone Co., located in Lima. This company was established in 1888 and is the only one operating in that section. At the end of March, 1917, there were 3,335 subscribers, who are served from a central station or switchboard with positions for 4,000. At the end of June, 1916, there were 3,135 subscribers. This is a central energy system using two sets of Edison storage batteries for furnishing the power, either set being capable of running the system. All cable instruments used by the Peruvian Telephone Co. were bought in the United States.

The main office of the Empresa de Teléfonos, Arequipa and Mollendo, is in Arequipa, where it is presided over by the owner. It gives service in both places, having 480 subscribers in Arequipa and 60 in Mollendo. The switchboards were made by Mix & Genest, Berlin, and were installed four years ago. The board in Arequipa has positions for 500 subscribers, and the one in Mollendo is a duplicate of one section, being good for 100 subscribers. The instruments were made by the same company or by a Swedish company. Some

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instruments are now on order from the United States, but this is due to the difficulty of getting material from Europe, as the proprietor prefers German material and wishes to keep all his equipment of the same kind.

At present the Empresa Telefónica, of Cuzco, operates the telephone system with about 100 subscribers. Cuzco is supposed to have some 24,000 inhabitants and should support many more telephones, although a large part of the population is made up of Indians and cholos, who could not be considered possible customers. There are two small switchboards at the central office, the combined capacity being little over 100. All the instruments are of Swedish make, local battery and magneto ringing. Overhead galvanized-iron wires with grounded return are used.

Within a short time the Cia. Eléctrica Cuzco expects to purchase the telephone company and install a complete new and up-to-date system, with capacity for more subscribers and an opportunity for enlarging at some future date should it be able to increase the business to that point. Cuzco is the center of a very rich section of the country and is undoubtedly growing more important each year with the development of that region and its transportation facilities.

TELEGRAPHS.

The telegraph system is owned and operated by the Peruvian Government and is under the charge of the Director General of Posts and Telegraphs, who is located at Lima. These lines extend to practically every town in the country, there being 267 stations, requiring 7,850 miles of wire to connect them. The current is furnished by the regulation crowfoot battery and the instruments used are the Morse type manufactured in the United States. Owing to mismanagement in the last few years the system has run down, but the Government recently appointed a former director, under whose experienced guidance it is now getting back into shape.

A chain of wireless stations, also controlled by the Government, has been established in the Republic. It was originated to facilitate communication with Iquitos, which is in the interior and all but inaccessible by overland communication. The usual way of getting to and from Iquitos and Lima was to go via Europe, as boats from there sail up the Amazon River to Iquitos, whereas an overland journey meant weeks passing through fever-infested jungle. To maintain a telegraph line under those conditions would be very trying and the wireless offered the best solution of the problem. As this line proved successful, other stations were erected according to a plan to bring all the outlying districts into closer touch with Lima. This service is not at the present time under the Director General of Posts and Telegraphs, but it is expected that it will be soon, with the reorganization of the department. The system used is the Telefunken, and practically all the material is of German construction.

Each of the railroads has its own telegraph lines over which it transmits its own and, to a certain extent, public business, but the number of instruments is comparatively small. The longest lines are those of the Central Railway of Peru and the Southern Railway of Peru. The cable companies operating in Peru are the West Coast, allied with or owned by one of the English companies and giving

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:e to Europe and the United States via the East Coast line, ı connects at the Azores for the two continents, and the Central uth American Telegraph Co., which gives direct service to the :d States. The main office of the latter company is in New

ELECTRICAL ACCESSORIES.

st of the fixtures in demand are of the elaborate type, suitable ery spacious rooms with ceilings that average 15 feet high. ı is no call for the two-arm or combination gas and electric fix- ınd but slight call for the glass shades or domes. Small and tely designed table lamps of glass or porcelain are in favor, and he desk lamps of brass, with adjustable shades and arms. Side- ixtures are not used, as all bedroom lighting—almost all light- n fact—is accomplished by a drop cord in the middle of the holding one lamp, usually without reflector. One way in European competitive goods seemed to fill the requirements of arket better than those from the United States was that the ial used in making up the chandeliers and fixtures was kept ight in order to reduce the cost, freight, and duty. In spite of ghtness, they were sufficiently strong and were designed to give appearance of substantial luxury. In shipping they should :ked in as small a space as possible to cut down the freight. It necessary to send them set up, nor even wired, as these details e taken care of locally. In making shipments to different s, however, it would be well to have an understanding with ıs to just how they are to receive the goods and how much work re willing to have done locally.

FANS.

sale of fans in any place but Lima is nil, and even in Lima the ır in use is very small. This is due chiefly to the fact that the rature in the offices and houses is comfortable all the year , and no need is felt for auxiliary cooling devices. The condi- much the same as with heating devices; that is, the weather is r too hot for comfort in summer nor too cold in winter, and ng intended to modify the temperature in either direction is upon as superfluous. In shipping fans to Peru it is best to ıe motor separate in order to take advantage of a lower rate of When a fan is shipped complete the duty is approximately 55 pound, gross weight, which in many cases is equal to the first the fan. The duty on motors for electric fans is $1.95 apiece. btedly, in ordering, a dealer would give specific instructions on ıint, and they should be followed in detail in order to avoid loss ı, and as a possible consequence a breaking off of business ns.

HOUSEHOLD AND OFFICE DEVICES.

he offices a number of up-to-date appliances are being used .ch day more are finding favor, but few of them as yet are ed with motors. There should be no difficulty in this, as the

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circuits in Lima are 104-volt, single-phase, 60-cycle and in Arequipa 110-volt, single-phase, 50-cycle. These are the only places where such devices could be sold in any number.

Household devices are not so well received, and it would appear impossible to expect anything from this field until a good deal of propaganda work has been done. Sample machines have been taken into the country, but for one reason or another they have nearly all remained in the possession of the dealer. An example of this is the experience of one of the largest stores, which has had a washing and ironing machine on display for six years without being able to sell it. The explanation of this lies mostly in the fact that such devices do not suit the present conditions of living in Peru.

Vacuum cleaners are unknown for the reason that very few floors are covered with carpets except in the sierra, and there is consequently no sale for them. Possibly a small machine for washing and drying tile or similar floors would take well, as most of the houses have such floors. It must always be remembered that servants are to be had at a comparatively low price, so that it is usually cheaper to have an extra one to do all the odd work than to employ mechanical apparatus for any portion of it.

While the central station in Lima gives no encouragement for the installation of miscellaneous devices, especially ranges, on its lines, the company in Arequipa makes special rates and is working in connection with a local engineer to introduce all such material on a reasonable scale. The engineer has samples of many different devices and is using in his own home a range, washing machine, and some small apparatus to obtain data relative to the cost of operation and also to give opportunity for practical demonstration to any persons interested. This is the most progressive movement that is being attempted in Peru with such an object in view, and its results will no doubt be very satisfactory.

MEDICAL APPARATUS.

Few of the doctors have electrical devices, although one of the large dealers in electrical goods has made efforts to introduce them. It does not seem to be a profitable field to cultivate, owing to a rather conservative spirit, when new things of this sort are considered. The hospitals are not much better off, but the progressive spirit seems to be more prevalent there, and undoubtedly, if funds were available, more of the modern machines would be put in. The hospitals are supported by a society known as the Beneficencia Pública. One of the chief ways of raising funds in Lima is the weekly lottery, the tickets of which are sold on the streets and even in near-by towns.

The hospital in Arequipa is very finely constructed and equipped, but the Beneficencia Pública is making arrangements to consider proposals on much new material, among which will be electrical instruments and machinery for the mechanical operation of the hospital. Owing to the fact that the founder was a Frenchman and much of the money to run the hospital comes from France, it is likely that only French material will be considered. In addressing the society letters should be sent to Beneficencia Pública, Arequipa or Lima, as the case may be, since the societies are distinct.

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No facts are available regarding any electrical equipment used by the dentists throughout the country, but as none of the dealers in Lima carries any material of this nature it seems safe to say that none is being brought into the country.

SUGGESTIONS FOR TRADE DEVELOPMENT.

Owing to the scattered nature of the business and the relatively small amount to be had, Peru is not an attractive field for the small manufacturer who wishes to do an export business. There is scarcely any line in which an individual firm would find enough business to justify the expense of an organization or even of contributing toward the expenses of an agent. A joint representative of several houses should be able to do a profitable business, particularly if he were permitted to open a store and maintain a good-sized stock from which to supply the orders of his customers without delay. Before any such venture is undertaken, however, the market should be carefully sized up to make sure that with the kind of representation contemplated the competition could be met successfully. In the matter of large machinery there has not been much competition, because most of the capital invested in the mines and industries is American, and there will continue to be little competition if it is American capital that proceeds with the development. In the small material there has been a good deal of competition, but it is not unlikely that much of the business of that kind could not well be obtained for the United States.

The demand seems to be for two kinds of goods: First, for the better-made and more expensive kind, and, second (the largest demand), for the kind made to sell as cheap as possible. The first is met by the material made in the United States according to the underwriters' rules; the other is met, in general, by European goods or American imitations thereof. Since American imitations of European goods are not so successful as European imitations of American goods, in that they are not even as cheap as the originals, all attempt to meet that class of competition is likely to be fruitless. Americans should undoubtedly confine their efforts to increasing and filling the demand for the class of material that corresponds to the standard product of American factories.

NATIONAL SCHOOL OF ARTS AND TRADES.

The largest factors in the future expansion of American trade with Peru are the investment of American capital, especially for opening up and developing mines; the establishment of American selling houses; and the training of men, both Americans and Peruvians, in the handling of American goods there. Of these factors only the last needs attention in this report. Steps have already been taken in training Americans for foreign work, but perhaps not so much thought has been given to training Peruvians. One thing that undoubtedly will be beneficial will be to encourage the coming of young men to the United States for study and practical experience. Another would be for American machines to be placed in schools where boys are learning about such things. Particular attention might be given in this connection to the National Schools of Arts and Trades, which

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is under the direction of the Ministerio de Fomento of the Peruvian Government. This school is devoted to the teaching of practical trades, and one of the most important sections is the department of electricity, where the pupils are trained in the construction and operation of all kinds of electrical apparatus. Afterwards they are bound to lean toward the kind of machinery with which they have become familiar during this time, and the advantage of having them surrounded by American machinery will be seen very easily.

The equipment of the school at present consists almost exclusively of European instruments and other material. All of it is of ancient design, however, and but little idea of modern practices can be obtained from it. The only apparatus from the United States is a new educational motor-generator set, which is capable of running under several different conditions with a small motor made at least 15 years ago. Many things are needed before there is a complete collection of up-to-date motors, heating devices, and other material necessary to a school of that kind, but the funds at its disposal are very limited, and it would be only through very low prices or actual gifts made by manufacturers that such a collection could be secured. The Departamento de Electricidad, Escuela Nacional de Artes y Oficios, Lima, is under the charge of a Peruvian engineer who was educated and for a short time taught in the United States and who is following American methods and standards in giving his courses.

INFLUENCE OF AMERICAN STANDARDS IN CUBA.[1]

CLOSE BUSINESS AND SOCIAL RELATIONS.

The United States received some 81 per cent of Cuba's total exports and furnished 67 per cent of the imports for the calendar year 1915. The imports of American electrical goods, so far as can be learned from the few items that are specifically mentioned in the statistics of the Cuban Government, aré above this percentage, as they varied from 77 per cent to 84 per cent of the total electrical imports for the fiscal years ending June 30, 1912 to 1915.

If there is a natural market in which Cuba should buy and sell, that market certainly is the United States, not only because of the physical relations of the two countries, but because of the peculiar social relations existing between the peoples. One important phase of this relationship is the number of young Cuban men who are coming every year to the United States for education and preliminary practical experience. It will readily be seen that one of the results of this will be further adoption of standard American practices and a consequent growth in the demand for American material, which demand will not be satisfied with inferior substitutes. It is hoped that the commendable example of those manufacturers who are facilitating the acquisition of this training will be followed by others.

GOVERNMENT REGULATION OF LIGHTING PLANTS.

Before the erection or extension of an electric-light plant can be undertaken it is first necessary to present full particulars of the project to the Departamento de Electricidad (Department of Elec-

[1] From "Electrical Goods in Cuba," by Philip S. Smith, Special Agents Series No. 123, Bureau of Foreign and Domestic Commerce.

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tricity), a section of the Secretaria de Obras Públicas (Bureau of Public Works) of the Cuban Government, for its approval. With the facts in hand, this department inquires into the conditions to determine whether the request is reasonable and especially to see that the interests of the public, or of previously installed plants, are not jeopardized. If the department reports favorably, a set of rules is drawn up, stating the conditions under which the project may be carried forward, and this is ultimately issued as a presidential decree giving permission for the work to be done. The time limit within which the holder of the decree must begin work is usually placed at one year, but an extension can generally be obtained for good cause.

After the plant has been constructed and before it can be put into service it must be "received" by the department; that is, inspected and approved as conforming with the terms of the decree.

In the decrees as now worded all construction and all material used must be in accordance with the rulings of the Board of Fire Underwriters of the United States. While this insures the best of work, the Department of Electricity feels that there should be a national code instead of requiring compliance with the rules of another country, which are also more or less difficult to obtain and which are likely to change without the knowledge of the authorities in Cuba. The department is therefore collaborating with the dealers and the Habana Electric Railway, Light & Power Co., in compiling a code that will contain the best to be found in all other codes to which they have access and at the same time be adapted to the particular conditions obtaining in Cuba. This code will keep out poorly made material, and will protect American goods from competition with cheap constructions that Americans are not prepared to furnish. The numerous advantages of this are quite obvious.

It is not likely that the adoption of this code will affect installations already made, except where changes can be effected without undue expense, but all future work will be compelled to follow the rules, as in the United States, before it will be passed. This code will open a market for goods that now have no sale owing to the cheaper forms of construction permitted.

WIRING DEVICES.

All the material now in use in construction work, such as house and office lighting, is imported from the United States. No special devices are required, but those in common use are the cheaper types; that is to say, plain devices without ornamentation or refinements.

In times past many cheaply constructed articles were imported from Europe, but these are no longer in favor and, with the adoption of the new wiring code, will have no sale. As long as such material was found on the market the competition was beyond the reach of dealers handling American goods, and in an effort to meet it the prices of all devices were so depressed that profits disappeared and business failures were imminent. At this point an association was formed among the retail dealers for their own protection and for the establishment of prices that would insure the member dealer an adequate profit.

While this association has many things to accomplish, the first was to promote confidence among the dealers in place of the distrust and

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jealousy that previously held sway. Price lists were prepared and fines were imposed upon members who failed to observe the rules by falling back into the old habit of cutting prices in order to get trade away from others. Soon the plan worked so well that they were making money, and could afford to advertise and in other ways improve their business. All dealers of merit have joined the association.

Since nearly all the electrical goods used in Cuba are bought from Habana dealers, the effects of the association's policy are widespread and in time will dominate the trade of the country. One rule provides that the same price shall be charged for a given device, regardless of its make or quality. The obvious effect of this is the substitution of good material for the poor quality that some dealers had been offering, as no customer would pay the same amount for an article that is plainly inferior. In the same manner this has had the effect of practically killing any demand that there might be for American-made goods following European designs and construction, although of superior workmanship and material.

TELEGRAPH AND TELEPHONE EQUIPMENT.

The telegraph lines are controlled and operated by the Cuban Government under the Departamento de Comunicaciones. The head office is at Habana and all the work is directed from there, including the issuing of bids and awarding of purchases.

The Government also regulates the use of wireless telegraphy and maintains several stations for its exclusive use. There are no private wireless outfits, as their use has been prohibited by presidential decree; any found in Cuba are subject to confiscation.

The telephone system covering Cuba is owned and operated by the Cuban Telephone Co., Habana. Practically all of the stock of this company is owned in Cuba, and it has the right to the exclusive operation of telephones on the island.

The automatic system is used in practically all towns, with equipment which is manufactured in the United States. In Habana nothing but the automatics are used and they are very successful.

ELECTRIC RAILWAYS.

There are street railways in the cities of Habana, Cardenas, Camaguey, and Santiago de Cuba. Matanzas is also to have one. The system in Cardenas is being increased to operate extensions that are to be made in the city lines. An extension to Varadero Beach, a distance of about 12 miles, is contemplated, in order to help build up that section, which includes the finest beach in Cuba and one of the finest in the world. This extension is not in concrete form yet, but will undoubtedly be put through at some time in the future.

In Camaguey a single-track trolley system is in operation. Standard 550-volt equipment is used, all purchased in the United States. Power is furnished by the steam plant of the Camaguey Electric Co., which operates the railway system and the lighting and power distribution.

In Santiago de Cuba the Compañía Eléctrica de Alumbrado y Tracción de Santiago operates the trolley system, which covers the

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and extends to several near-by suburbs. The equipment is all
n the United States and 34 cars are in operation.
Habana the traction system is operated by the Habana Electric
way, Light & Power Co., and all equipment for its 400 motor
is American-made. The bodies are now built in the shops of
ailway company, where they use native woods that stand the
itic conditions better than northern woods. The running gear,
rs, wiring, and controllers are all standard American equip-

e Habana Central Railway, controlled by the United Railways
Habana, operates electric trains between Habana and other
in Habana Province. The trains operate from a trolley system
onsist of one or more motor cars coupled together. The power
ierated in the station belonging to the railroad and located in
na. Its capacity is 8,500 kilowatts, steam driven.
presidential decree has been granted for the construction and
tion of an electric railway between Matanzas and Habana.
concession is held by the Hershey Corporation, a Delaware cor-
on, whose president is Milton W. Hershey, with address at
deres 36, Habana. This road will be some 60 miles long, but
nderstood that the road will operate at first with steam power
at no electrification will be done until 1917.

ELECTRICAL MACHINERY FOR SUGAR MILLS.

present a small number of electrified mills are using motors
crusher and rolls, and there seems to be some difference of
among the engineers who are installing sugar-mill drive
r or not such machines ought to be motor driven. If the
practice is to be to retain steam drive for the crusher and
ne amount of electrical power needed will be only about one-
what would otherwise be the case, because the power to run
mill is about evenly divided between the auxiliaries and the
and rolls. However, even if only the auxiliaries are motor
the prospective business in this line is very attractive.
ity in furnishing electrical drive to sugar mills began only a
me before the outbreak of the European war, so that none
British or Continental manufacturers has had any opportu-
enter this field. Moreover, the war has been favorable to
erican manufacturer of sugar-mill machinery, and he has
d much more of his product to Cuba than ever before.
eems every likelihood that in the future the use of his ma-
will continue rather than diminish. This will mean the
nding use of American electrical machinery.
ommon method of ordering new machinery for sugar mills
to wait until the grinding season is over and then buy what
for the coming season. Thus it is unusual for orders to be
uch before the month of May for goods to be delivered and
during the following September. The installation date is
bly earlier than the opening of the grinding season, so that
parts may be tried out and proved to be in good working
time to get repairs made if necessary. This was especially
t in the case of electric drive, as it was a complete change
old steam drive with which everyone on the mechanical

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staff was familiar, and if for any reason the electric drive should prove defective or unsuitable, it would be necessary to dismount it and put the old steam engines back in commission. With business as crowded as it was in the early months of 1916, prompt deliveries were out of the question, and so only those who ordered early were able to get their material in time. There seems little doubt that eventually all mills in Cuba will be operated by electricity.

METHODS OF OBTAINING BUSINESS.

There are in Habana and other cities of Cuba a number of engineers and engineering firms who devote themselves to sugar-mill work. Some of these act as consulting engineers to the owners of the mills and draw up plans and specifications for the electrification, which are then submitted to electrical firms, who bid for the business in the usual manner. Other firms act as both designers and contractors; they represent different factories in the United States and are prepared to take care of all the erecting work as well as the designing.

The large manufacturers of sugar-mill machinery maintain their own offices in Habana and are prepared to take contracts for all work to be done, mechanical as well as electrical. They have an advantage over the others in some ways, particularly where much machinery other than electrical is to be installed, as they make it all or in part and can easily obtain the motors as they are needed. This advantage largely disappears when an old mill is to be converted and the only change is the substitution of motors for steam engines.

TERMS OF PAYMENT.

The common method of paying for sugar-mill machinery is to give the manufacturer one-third with the order or upon the shipment of the goods, one-third at the end of the first crop, and the balance at the end of the second crop. These terms apply only to the larger machines or apparatus. For anything that is bought during the crop, payment is made soon after the purchase, as sugar is being sold and money received by the mill owners.

During the last grinding season the price of sugar was such that the mills made an unusual profit; they were, therefore, glad to pay cash for all purchases, and many of them cleared up all outstanding indebtedness. It may be that this will have a permanent effect on the future methods of payment and that less time will be required from the manufacturer.

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CHAPTER XI.

MISCELLANEOUS SALES FACTORS.

INTRODUCTION.

the preceding chapter the obstacles encountered by the exporter related to one line of goods. In this chapter the excerpts illus- additional obstacles in a number of lines and markets. In ng a market with competitive goods the exporter encounters ished trade connections, sometimes based upon nationality and ner times on satisfactory service. He may encounter a local et controlled by a small, well-entrenched group, who divide the along agreed lines.

e excerpts illustrate these conditions in several markets. They how the influence of professional education upon the demand pplies used by the medical profession. In contrast to this, ver, is the demand for American dental supplies based upon own merits and the reputation of American dentists. The of physical conditions upon demand is touched upon, as is also portant problem of trade-mark requirements. Neither of these e adequately treated in the limits of a general treatise. The conditions within an industry, such as its organization, its ction problems, and its set ways, have a definite bearing upon ility to secure foreign trade.

EFFECT OF NATIONALITY UPON FOREIGN TRADE.

MEXICO.[1]

s frequently asked whether there is any obstacle to American in Mexico aside from the charges for freight and tariff which pon all imports. So far as concerns the San Luis Potosi dis- there is no special obstacle; in fact, American goods are favored ny importers when these can be obtained at equal prices.

special lines, such as perfumes, wines and brandies, and art , the European articles have a reputation that can not easily be me. In the more important lines of machinery, implements, belting, hardware, power plants, typewriters, shoes, pumps, ex- es, railroad materials, and paint the American goods are known referred.

[1] Wilbert L. Bonney, San Luis Potosi, in Commerce Reports for May 12, 1915.

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IMPORTER'S NATIONALITY AFFECTS SOURCE OF HIS PURCHASES.

There is, however, an element that has a strong influence in determining the source of imports of those articles in which there is competition, and that element is the nationality of the importer. A German importer begins business with a stock of goods from Germany. He knows the German business methods, prices, freights, and has relations with German houses. He may find later that some special articles he can purchase to better advantage in the United States, but he is slow to change. The same is true of Spanish and French houses. American import business in San Luis Potosi was insignificant until American jobbers settled in the district and began dealing in American goods about 20 years ago. These American firms follow the same policy as do other foreign merchants; that is, they order everything from the United States, unless special reasons force them to resort to European sources.

Those lines of trade in which American citizens have local control furnish by far the larger part of San Luis Potosi's imports from the United States. Those lines controlled by firms of Spanish, French, or German nationality—for example, dry goods, liquors, toys, paper, musical instruments, and ornamental goods—contribute few orders to the United States. It is not a question of prejudice, but largely a question of acquaintance with the goods and familiarity with methods of exporting in the home country. The country with which an importer first establishes relations is likely to hold the trade for a long time. This influence is increased in Mexico by the fact that there is little communication or association among merchants. They do not cooperate and form organizations as in the United States, and each merchant is likely to be entirely ignorant of his neighbor's buying prices, sources of supply, profits, and trade expenses. There are no trade journals in the San Luis Potosi district and trade is conducted in an atmosphere of secrecy unknown in the United States.

GROWTH OF AMERICAN TRADE IN MEXICO.

In this matter of the effect of nationality upon imports the following quotation is significant. It is taken from a report made by the American consular agent in San Luis Potosi under date of September 25, 1870:

"The commercial relations of the United States and this country are very insignificant. * * * Under the Spanish rule of Mexico commerce was monopolized entirely by Spain. * * * Afterwards, when Mexico made itself independent, the larger part of the commerce, as well as mines and agriculture, remained in the possession of Spaniards, and as far as agriculture is concerned, remains so still, although mining interests have passed into the hands of the English, and a good share of the commerce is done by German and French houses. American commerce is hardly represented at all."

That was 45 year ago, and American commerce has made deep inroads upon other foreign trade in San Luis Potosi in the interval, but the influence of the nationality of the importing house remains. An instance lately occurred which will illustrate the point: An American conducted a store in which wall paper was sold and in which

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h and paint were used in finishing goods. All his goods were
d from the United States. He was acquainted with Chicago
and never sought any relations with European firms. He sold
a German and the trade went back into the hands of German
, or, at least, the greater part of it.

THE SETTLER A COMMERCIAL MISSIONARY.

American who takes up his residence abroad should be given
edit for his influence upon American exports. When an Ameri-
mes to Mexico he continues to be an American and demands
can goods. Whether his stay be short or prolonged, he insists
American clothing, shoes, haberdashery, toilet articles, etc. He
es to an extent a missionary of American trade. When a num-
Americans settle close together they soon find means of having
can goods made locally accessible. They not only insist upon
them for themselves, but by direct and indirect means they in-
both Mexicans and foreigners to adopt them. Each small
can colony in this district is a center for the distribution of
can styles and articles of use and ingenuity, which thus become
throughout a neighborhood. Mail-order-house catalogues are
n in the American colony, and they are frequently borrowed
xican neighbors who have seen the results of this method of
.

nother and broader way the American settler influences trade.
nes to Mexico with no very definite opening in view and soon
ers some lack that he can supply or some enterprise that needs
ient or outfit. It may be mining machinery or well-drilling
nery or a stock of goods. Even as an employee he makes his in-
felt in determining the tools and appliance used in his branch
le.

CUSTOM AND FOREIGN TRADE.[1]

ple abroad are different from those in this country. Here they
new goods every season, and the more you change the style, the
ou will sell—the more the people like it because it is a change.
s not the case abroad. In an interview a shoe man in Germany
at he bought some American shoes as a sample to try them;
t year the American salesman returned, representing the same
, but all the patterns of the previous year had been discarded
w ones. The merchant did not like it and would not buy; he
l the kind he had had before, that he liked, and that he had
uccessful in selling.

are not thoughtful and studious enough of the ways and cus-
nd idiosyncrasies, if I may so express it, of our foreign cus-
. We endeavor too much and too often to force our ideas upon
nstead of adapting ourselves to their ways. To successfully do
ss with any people, you must not only understand them, and
thize with them, but you must likewise look at all things from
oint of view. We have too much of that Anglo-Saxon pride of
hich regards itself as superior to other people, when in truth
ld be much better from all points of view, much more kindly,
more charitable, much more profitable, and often more in ac-

[1] From Proceedings of First National Foreign Trade Convention, pp. 46, 47.

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cordance with facts, to merely reckon them as different, rather than attempt to institute any comparison as to superiority, or the reverse.

Because of such difference, each race is entitled to its own customs, its own ideas, and its own ways of doing business.

PERU.[1]

FACTORS AFFECTING TRADE.

The textile trade in Peru is influenced by several factors, some of which at first thought might be considered not even remotely connected with merchandising dry goods. The educational facilities of a country are a contributing factor, as are the size of the foreign colonies and the foreign banking facilities. Increased knowledge inevitably creates a desire to improve living conditions, a commendable spirit of discontent with unwholesome surroundings, and an attempt to dress better, which involves an increased expenditure for clothing, if means can be found for gratifying the desire. Attendance at school and contact with other children, some of whom at least are better dressed, stimulate a desire to appear as well-to-do as the more comfortably situated, and the influence is felt in the homes. Greater effort is made by the parents to have their children appear as well as those of their neighbors, and eventually the desire for improvement extends to the parents.

Educational statistics are almost entirely lacking, but conversation with those engaged in educational work leads to the belief that there is a slow but relatively steady increase in the number of schools and in the attendance. This is also indicated by the larger appropriations made by the Government from year to year for educational purposes. Lima boasts the oldest university in the Western Hemisphere, but until a comparatively few years ago the attendance at secondary schools has been very small, and a great majority of the children have not even obtained a knowledge of the elementary branches.

FOREIGN COLONIES—IMPORTERS.

The distribution of textiles is influenced to a great extent by the various foreign colonies, as the foreign residents naturally seek the types of goods to which they have been accustomed in their former homes. The Italian colony is estimated at 7,000, the German at 3,000, the French at 1,500, the English at 1,200, and the American at not over 500.

Another factor that is responsible in great measure for the preponderance of European countries in the trade is the large proportion of importing houses, financial institutions, and even retail stores that are controlled or managed by Europeans. American firms of major importance are but four in number and only one is doing a general importing business. Each employs a number of Europeans. Of the strictly textile importing houses all are European (English, French, German, and Belgian), and all have long-established relations with sources of supply in their home countries.

Under such conditions it is not surprising that textiles from the United States have not assumed the position that they merit. Other

[1] From "Textile Markets of Bolivia, Ecuador, and Peru," Special Agents Series No. 158, Bureau of Foreign and Domestic Commerce.

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things being equal, orders would naturally be placed with compatriots of the importers, and even the acknowledged superiority of American goods in many lines is not a sufficient inducement for importers to change their source of supply as long as they are confident that no aggressive selling campaign will be inaugurated by an American house. Until compelled by conditions imposed by the war, they kept American textiles in the background as much as possible, only those lines being pushed which were so inherently superior that it was well-nigh impossible to disregard them. With the cutting off of supplies from some of the European countries, importers were forced to seek new sources of supply and American products have become better known in the last 3 years than in the previous 10 years or more. The introduction of American goods was forced on the importers, and in some instances the finer goods are represented as having been made in Europe. The most flagrant instance of this that came to the writer's notice was in connection with a shipment of hosiery brought in by a large retail house. One lot was purchased at an extremely low price as seconds, and the remainder of the shipment regular goods of approximately the same grade. The seconds were invariably referred to as American, while the regular goods were sold without mention of the fact that they also came from the United States.

There is little hope that American textiles will become well known in Peru until a thoroughly American house is established in the country or American exporters send their own representatives and make a consistent and persistent effort to secure the trade instead of depending on the desultory and spasmodic sales made by houses that have no special interest in building up a permanent American business.

JAMAICA.[1]

READY-MADE CLOTHING.

Comparatively little ready-to-wear clothing is marketed, owing to the fact that native labor costs so little that a suit can be made to measure at about the same price as the ready-made suits can be purchased. It is true that in many cases the custom-made suits lack fit and style, but with a large proportion of the people this factor is of minor importance. It is possible to purchase a suit of good worsted cloth, made to order, for from $18 to $20, which is less than a ready-made suit made from equally good materials would cost. Ready-made Palm Beach suits have a good sale, as well as the cheap suits such as sell in the United States for $10 to $15, but in the better grades they are all made to order.

FUTURE OF THE TRADE.

England's hold on the Jamaican market may be explained by several reasons, aside from the fact that the colony has been an English possession for over 250 years, with strong business connections and affiliations with the mother country. The price question is an important factor, but a member of one of the largest importing

[1] From "Textiles in Jamaica," Special Agents Series No. 137, Bureau of Foreign and Domestic Commerce.

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houses is of the opinion that under normal conditions Americans could compete very strongly in several important lines. Among these he mentioned domestics and drills, duck, standard prints, low ginghams, fancy drills, low stripes, and men's shirts. In the finer goods, however, he is of the opinion that it would be difficult to obtain any considerable share of the business.

The credits given by English houses have been of vast importance in building up the trade, but this factor is not nearly so vital at present, as most of the houses are in excellent financial condition and do not need the terms formerly demanded; in fact, several concerns are prepared to discount all bills. The English method of manufacturing many of the prints and colored goods in splits gives them a price advantage on these goods that it would be very hard to overcome, and the greater steadiness of the market is another distinct advantage. The fixed retail price system is, moreover, a great handicap to American manufacturers, as they do not care to make the changes required to meet the demands of the trade when the cost of certain constructions puts them beyond the limit to be paid for goods that retail at a fixed amount.

Another point emphasized by every importer is the fact that in purchasing from an English house it is possible to buy any number of pieces of a style, while American goods, such as prints, ginghams, etc., are packed in fixed assortments. It often happens that one or more of the styles in the case do not prove desirable and must be sold at a loss. The matter of samples, too, is frequently discussed by Jamaican importers. English houses are quite prodigal with their samples, which are packed with very good taste, while American manufacturers, it is said, are prone to consider utility before beauty, and furnish much smaller assortments.

On the other hand, several advantages in buying from American houses may be cited, aside from the expressed preference for many lines on the score of superior quality. American quotations include all such minor items as making up, ticketing, packing, etc., for which extra charges are made by English houses, and the delivery, which is a most important item, is much more prompt. In normal times freight rates from the United States are considerably less, so that goods of the same invoice cost can be laid down in the warehouse for at least 5 per cent less from New York than from Liverpool.

Whether the increased trade between the United States and Jamaica can be held after the close of the European war is a difficult matter to forecast with any degree of accuracy. That a portion of the gain can be held is well within probability, and that the lead may be increased still further is the opinion of several merchants who are thoroughly conversant with market conditions. This belief is based in part on the fact that the popularity of many lines of American-made goods is steadily increasing, that the primary market is close by, that American manufacturers make goods to stock rather than to order, thus admitting quicker deliveries, and finally that American-made merchandise usually shows greater intrinsic worth than that made abroad. In the matter of finish, however, some American mills are somewhat deficient, and the spirit of cooperation with the foreign buyer as shown by the British and European manufacturer is not manifested by American exporters.

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EFFECT OF ESTABLISHED TRADE CONNECTIONS.

PAPER IN ARGENTINA.[1]

METHODS OF ENTERING ARGENTINE MARKET.

A careful study of the market will be required on the part of American manufacturers who are not already represented in the country but who desire to obtain new business from Argentina. Not only must they be satisfied that there is a sale for their products and that they can meet the competition from other countries, but they should have ample funds available, for Argentina is a big man's market and there is no room for the little fellow unless he is able to combine with other concerns. Competition is probably keener in Buenos Aires than in any other paper market in the world. In normal times every big manufacturer and paper export house in the world is represented by direct agencies or commission merchants who are actively engaged in pushing sales. German, English, French, Swedish, Norwegian, Italian, Spanish, Dutch, Japanese, and American paper is on the market, and that from each country is in competition with all the other. A large buyer is visited by dozens of salesmen every week, and orders are generally placed with the mills that can give the best prices and the greatest facilities.

The best advice that can be given to an American manufacturer who is not already represented in Argentina is that he should endeavor to place the sale of his goods in the hands of one of the big American concerns. The two wholesale houses already established in Buenos Aires have a large trade and push the sale of American goods. Their large capital and splendid organization give them a commanding position in the trade. If these concerns have already taken up the sale of competitive lines, an alternative plan is to secure representation through one of the American export paper houses or commission merchants that deal in paper exclusively. There are four large concerns having branch offices in Buenos Aires, and each represents a dozen or more American mills. While all of these are paper merchants primarily, and buy the paper that they sell wherever they can obtain it cheapest, they also are exclusive representatives of a number of mills.

If a manufacturer fails to make an arrangement in either of these ways there are still other methods that can be adopted. One is to place the representation with a house that is also handling paper from European mills. There are several concerns that have been making efforts to secure the representation of American mills, especially since the war. This plan is not recommended except as a last recourse. While some sales will probably follow, little permanent business can be obtained in this way. It is a difficult undertaking to sell American paper in normal times in Buenos Aires, and a firm working on a commission basis can not be expected to give the necessary time and attention to develop a business for American concerns when it can secure larger returns by selling paper made by European mills.

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[1] From "Paper, Paper Products, and Printing Machinery in Argentina, Uruguay, and Paraguay," by Robert S. Barrett, Special Agents Series No. 163, Bureau of Foreign and Domestic Commerce.

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If it is impossible to place his line with a house already established in Buenos Aires the manufacturer is confronted with the necessity of opening his own office, either individually or in connection with manufacturers of noncompeting lines. Granted that his product can be sold in Buenos Aires at a price to meet foreign competition and that he has ample capital to finance his operations, there remains the great difficulty of finding a suitable man to place in charge of the business. The writer is positive that there are few available men in the United States who are qualified to represent successfully American paper manufacturers in Buenos Aires. Not only is a thorough technical knowledge of paper manufacturing and salesmanship required, but the ability to speak and write Spanish is absolutely necessary. The paper buyers in Buenos Aires are busy men whose purchases run into hundreds of thousands of dollars annually, and they have little time to devote to salesmen who can not present their propositions in idiomatic Spanish. Many of the paper salesmen in Buenos Aires speak Italian and French in addition to Spanish and, therefore, have an advantage in dealing with Italian and French houses.

The expenses of a branch house in Buenos Aires will largely depend upon the salary that is paid the representative. No man should be sent to the country who is not capable of earning $5,000 per annum, as he will be unable to live comfortably and do the entertaining that is necessary on a smaller amount. Office expenses are somewhat higher than in New York. A suitable office in a modern building will cost from $40 to $75 per month. A competent stenographer can be obtained for $125 per month. Licenses for traveling in the interior will probably amount to $600 per annum. The total expenses will not fall much short of $10,000 per annum.

The sending of traveling salesmen to Argentina is not recommended except in the case of specialties that it is desired to introduce on the market. It will take the ordinary salesman from two to three months to become acquainted with the buyers and market conditions, and during this period he will be unable to make sufficient sales to pay his expenses. In this connection the experience of the representative of a New York paper house is illuminating. He came to Buenos Aires with the object of establishing a branch office of his concern, which was already well and favorably known to the trade. He was particularly well qualified, speaking English, French, and Spanish fluently. For the first 60 days he was unable to obtain a single order, although he was most active in calling on the trade. He was getting desperate and had about decided to cable his firm that he was returning home when the tide turned. In the third month his sales amounted to more than $6,000 and in the fourth he sold $30,000 worth of goods.

Few direct orders result from correspondence, and the sending of samples and circulars is useless unless there is a local representative on the ground to follow up the advertising. There are exceptions, however, and one manufacturer making high-grade bond and ledger paper has obtained several substantial orders from his sales method. As a rule, the large buyers are too busy to pay much attention to offers received through the mails.

No manufacturer should consider the question of exporting to Argentina unless his correspondence and shipping departments are

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well organized to take care of the business. The greatest care is necessary in filling orders, and the slightest mistake is likely to cause the purchaser to refuse the shipment.

COMMERCIAL TRAVELERS' LICENSES.

As pointed out previously in this report, the only cities in Argentina of importance as jobbing centers for paper and paper products are Buenos Aires and Rosario. In other cities, however, such as Bahia Blanca, Cordoba, Santa Fe, Tucuman, and Mendoza, there are a few firms that import paper direct. A salesman visiting Argentine cities outside of Buenos Aires will be compelled to take out a "patente" or license, and the failure to secure such a license will subject him to a heavy fine and considerable annoyance. In many cases the payment is avoided by making arrangements with local houses, having travelers in the interior, to have orders taken in the name of their licensed salesman. Some salesmen for American concerns visit merchants in the smaller cities for the purpose of talking over conditions, and if they find that they can make sales sufficiently large to warrant the payment of the tax, they take out the license.

The license fees expressed in Argentine paper pesos (1 peso equals $0.4245 United States currency) charged by the various Provinces are as follows:

Federal District, including city of Buenos Aires—500 pesos.

Province of Buenos Aires (principal cities, Bahia Blanca and La Plata)—All commercial travelers pay an annual license fee of 400 pesos.

Province of Santa Fe (principal cities Rosario and Santa Fe)—Same as in the Province of Buenos Aires.

Province of Entre Rios—A license fee of 600 pesos; if taken out after June 30, 300 pesos to the end of the year.

Province of Cordoba (principal city, Cordoba)—An annual license fee of 400 pesos; if taken out after June 30, 200 pesos to the end of the year.

Provinces of Santiago del Estèro and San Luis—An annual license fee of 300 pesos.

Province of Salta—A sliding scale for different classes of merchandise, ranging from 1,000 pesos per annum for cloth and dress materials or sugar and 800 pesos for ready-made clothing, down to 100 pesos for soap and candles and 60 pesos for empty sacks. All licenses in this Province can be taken out semiannually.

Province of San Juan—The licenses issued are in four-month periods, namely, from January to April, 400 pesos; from May to August, 300 pesos; from September to December, 200 pesos; so that all classes of firms offering goods the whole year round have to pay a total of 900 pesos per annum.

Province of Mendoza (principal city, Mendoza)—From January to April, 600 pesos; May to August, 500 pesos; September to December, 400 pesos; a total of 1,500 pesos per annum.

Province of Corrientes—Commercial travelers who sell solely to business houses must pay a license fee of 600 pesos per annum; those who sell to private houses, 1,000 pesos.

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Province of Jujuy—Commercial travelers representing one firm. 200 pesos per annum; for each additional firm represented, 100 pesos.

Province of La Rioja—An annual license fee of 200 pesos; after June 30, 100 pesos to the end of the year.

National Territories—An annual license fee of 100 pesos.

FUTURE OF AMERICAN PAPER TRADE IN ARGENTINA.

The future of American exports of paper and paper products to Argentina will largely depend upon conditions in Europe after the end of the war. If the old scale of wages and hours is resumed and the freight service from Continental ports is as frequent and cheap as it was several years ago, it would seem that European countries would be in a better position than the United States to serve Argentina. Certainly conditions in the United States do not indicate a lowering of the wage scale of paper operatives to meet those that existed in Europe before the war. Germany will in all probability regain its place as the leading nation exporting to Argentina, but several years may elapse before this takes place. At the present time there is an intense feeling of opposition to all German interests, especially by consumers of paper whose interests are associated with those of the Entente Allies, but this feeling will give way in time to the low prices and excellent service that have been responsible for the preponderance of German exports. Hamburg is a natural center for the assembling of paper for exportation to all parts of the world. Not only is Germany a great paper-manufacturing country itself, but Hamburg is close enough to Norway, Sweden, and the Netherlands to exercise an important influence upon the sales of paper from those countries. Much stronger competition from the Scandinavian countries must be expected in the future. The war has awakened both Norway and Sweden to the importance of the South American paper market, and a number of mills and export houses are represented in Buenos Aires. The mills in those countries are constantly being improved, and their product is reaching a point where it compares very favorably with that of the principal paper-making countries. With their enormous supplies of wood pulp and cheap labor they are becoming formidable competitors in news print and sulphite bonds, two grades of paper in which American manufacturers have always led.

The success of the two American wholesale paper houses in Buenos Aires seems to be assured. Both of these concerns have ample capital with which to do business and are organized in a manner that is most efficient. They have made a very favorable impression on the trade during the difficult years of the war and have shown a spirit of liberality that will inevitably be felt in the years to come. While both concerns are loyal in their support of American manufacturers and make every effort to sell American goods, they are fully alive to the necessity of meeting competition by selling paper of European manufacture with which American manufacturers can not compete. They import strawboard from the Netherlands, pulp board from Sweden, and handle paper made by the local mills. The greater part of their stock of envelopes is made for them by local manufacturers from paper imported from the United States.

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COTTON GOODS IN EGYPT.[1]

The bulk of the cotton-goods trade is in the hands of large wholesalers or importers, who are mainly Jews or Germans. These firms are generally branches of some Manchester or Continental house, principally the former. It is not unusual for one partner to be the manager of the branch in Egypt, with the other partner in Manchester. The latter attends to all matters of buying, shipment, and payment, while the house here manages the selling and distributing end of the business. Even when the wholesaler has no branch house in Manchester he usually has a representative there who performs the same functions for him, and he goes to England once or twice a year to confer with the agent and assist him in buying goods.

In both cases the wholesaler buys on his own account and sells to the retailer at a price that will yield a profit. Under this arrangement the importer, through his branch or representative in England, pays cash to the manufacturer when the goods are shipped, which is easily done because the firm here either operates with large capital or can have its bills discounted without difficulty. When the wholesaler is in need of goods he notifies his representative in Manchester and the latter buys the cloth on the Manchester Exchange at the lowest possible price and attends to all the details of delivery and shipment.

COMMISSION MERCHANTS.

A considerable amount of the trade, however, is transacted through commission merchants in Alexandria or Cairo who represent Manchester export houses. They do not buy on their own account, but sell to the retail trade, and sometimes to the wholesalers at the factory price. They are paid a commission on their sales, or, in some cases, are employed at a fixed salary. Generally, credit of three months on gray goods and four months on colored goods is extended to the commission merchant by the Manchester firm, with a discount of 2½ per cent for cash in 30 days. All of the business among the retailers in Egypt is on a credit basis. Sometimes acceptances for three months are given, but often, if the standing of the buyer is unquestioned, the goods are sold on terms of open credit, and collections are made in weekly installments by the wholesale house or commission merchant. When an acceptance is given it is seldom paid when due; it is merely a form of security for the seller, and weekly collections are made as in the case where the open-credit system is used.

The methods described are those obtaining chiefly in the English trade, which is the most important here. Wholesale houses sometimes buy goods on the Continent, but they confine their purchases mainly to Manchester. Italian, Austrian, German, and French manufacturers and exporters have their own commission agents or representatives who travel over the country and sell to the retailers. Germany and Italy extend very liberal terms of credit, six to eight months being the rule, with 5 per cent discount for cash in 30 days. At least twice a year the manufacturer or shipper sends out a traveler to show new lines of samples and to confer with the local agent.

[1] From "Cotton Goods in Egypt," by Ralph M. Odell, Special Agents Series No. 64, Bureau of Foreign and Domestic Commerce.

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RETAIL TRADE.

The retail trade in both cities and villages is practically all in the hands of native Arabs, and it is over the counters of their small shops, often not more than 10 or 12 feet square, that cotton goods are distributed to the consumers. In the cloth bazaars of Alexandria and Cairo one can see almost every day many types of people who have come from the interior to buy the goods they need, which they load on their camels or donkeys and convey to their homes. The Arab is peculiar in the fact that he likes to buy from the same dealer whom he, and perhaps his father, has patronized for years, and his opinion of the cloth depends largely on the man from whom he purchases it. The same conditions obtain among retailers and wholesalers, and the fact that the retailer buys by the mark or brand which he has known for years accounts for the strong influence of the wholesaler in the trade. Another reason why business is so largely controlled by the wholesalers is the fact that they discourage any attempt on the part of the retailer to go outside the regular channel and buy from a commission agent. The small dealer who tries it frequently finds that when he again desires to purchase from the wholesale merchant the latter refuses to sell to him. Nevertheless, by handling a large line of goods, by offering easy facilities and liberal terms, and by other efforts to please the retailer, the commission men are obtaining an increasing share of the trade.

WEIGHTS AND MEASURES—MONEY—LANGUAGES.

Although by a decree of the Khedive, dated 1875, the use of the metric system was made compulsory in Egypt, native weights and measures are still employed by the Arab dealers and merchants. The land measure is the feddan, equivalent to 1.038 acres; the oke is 2.7514 pounds, and there are 36 okes, or 99.05 pounds, in a cantar. The unit of cloth measure is the hindasa, or derak, which is 65.6 centimeters, or 25.83 inches; but English goods are usually bought by the yard and Continental goods by the meter, and all retailers are familiar with these measures.

The Egyptian gold pound of 100 piasters is equal to $4.943 United States currency, and there are 97½ piasters in an English pound and 77 piasters in a 20-franc piece. As a matter of fact very few Egyptian gold coins are used and none has been issued in recent years. English and French gold circulates freely in the country, and quotations in English or French currency are understood by most of the native dealers.

French, which is understood by practically all the merchants, may be said to be the commercial language of Egypt; but it is doubtful if there is another country in the world where so many tongues are heard. Italian, Greek, Turkish, and English are spoken in most of the larger towns. English is used to a considerable extent in the cotton-goods trade, as the business is mostly with England, and importers frequently visit Manchester. The small retailers speak Arabic only, and to deal with them direct it is necessary to have an agent who is familiar with that language.

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OBSTACLES TO AMERICAN TRADE—TRANSPORTATION.

Inadequate transportation facilities appear to stand in the way of American trade development in Egypt, and there is general complaint as to the length of time required to deliver goods. In the absence of a direct line of steamers this difficulty could be partially overcome by the exercise of greater care in routing shipments. Piræus, in Greece, is only 40 hours from Alexandria, and there are two direct lines plying between the former port and New York, which make the trip in 15 to 18 days. From 30 to 40 days after shipment, however, is the time generally required for the arrival of merchandise, which is often due to the fact that goods are shipped by way of Liverpool or Hamburg. Naples, Genoa, and Trieste are also important ports of transshipment for consignments to Alexandria, and at all of them delays are frequent and long, often subjecting the importer to serious financial loss.

LACK OF TRADE REPRESENTATION.

Another important obstacle to the sale of American cotton goods in Egypt is that there are no facilities for carrying on the business such as have been described in the case of the English, German, and Italian trade. The large wholesale merchants have their own connections in Manchester or in Continental countries (the connections often being partnerships of the house here), and as they are doing a satisfactory business there is no incentive for them to endeavor to handle American goods unless equally good facilities are offered or they can be convinced that it would be to their advantage to do so. While as a rule these wholesale dealers pay cash before the shipment of goods, the financial transaction is made through their representatives or branches abroad. Generally speaking, it is advisable to reach the trade in any country through the regular channels. If American manufacturers carefully study the needs of the market here, prepare lines of samples similar to the goods in demand, and then send a representative to spend some time here it will doubtless be possible to induce a wholesale dealer to handle the lines, provided prices and terms are satisfactory.

Business may also be obtained through an active and reliable commission agent who can sell to the retail dealers all over the country. In this case, however, it will be necessary to extend credit of at least three months. A representative should visit the commission agent once or twice each year in order to show new lines of samples and keep in close touch with the trade.

Only in the manner described can American manufacturers place their goods on the market through existing trade channels. The third alternative is for an American exporter, either alone or in cooperation with others, to establish a distributing agency. It is not to be denied that this method would meet great opposition in the beginning from firms already established, who naturally look with disfavor on any active effort to secure a share of the trade which they have dominated. It is also true that the native retail dealers are extremely conservative, that they prefer to buy goods from the

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house which they and perhaps their fathers have patronized for many years, and that they are averse to changes and innovations. However, it is believed that in the long run the firm which would establish along the right lines a branch for the exclusive sale of American cotton goods would be compensated for the initial trouble and expense.

The splendid reputation of American goods as regards quality has reached Egypt as it has other countries, and it would be an important factor in breaking down native prejudice and conservatism if proper methods were employed to bring the goods to the attention of the people. The American schools established in Egypt and the increasing number of tourists from the United States that visit the country during the winter season are also doing much to extend American influence, and would indirectly assist in the development of our trade.

SUGGESTIONS FOR INCREASING TRADE.

The commercial interests of England, Germany, Italy, and other countries of western Europe are watching closely the development taking place in Egypt, a development which is rapidly increasing the public wealth and the purchasing power of the people, and they are taking steps to build up their trade by sending out agents and travelers, establishing chambers of commerce, and in various ways disseminating information about the country and the opportunities it offers. With very few exceptions American manufacturers appear to give little attention to the market, commercial travelers seldom visit Egypt for any length of time, and it was only while this report was being prepared that an American chamber of commerce was established, not, it must be said, at the instance of American manufacturers or exporters, but solely through the efforts of a few representatives of American firms who were prompted by an earnest desire to promote our commercial relations with Egypt. Indifference accounts in a large measure for the small trade the United States has here. It is not easy to attract the buyers from European manufacturers, who offer liberal terms and have good shipping facilities, and who make a constant effort to obtain their business and to please them. Hence American articles sold here are those like typewriters, shoes, leather, cottonseed oil, lumber, flour, and certain classes of machinery in the sale of which other countries are not able to compete, or those like lubricating oil, sewing machines, and miscellaneous small wares, which have been placed on the market by exporters who have established good agencies and made an effort to secure trade.

PROFESSIONAL EDUCATION AND ITS RELATION TO FOREIGN DEMANDS.[1]

DRUG PRODUCTS.

The annual imports of drug products in South America amount to $12,000,000, not including Brazil, of which the United States supplies about 11 per cent, distributed as follows: Sulphuric acid,

[1] From "South American Markets for Drug Products, Patent and Proprietary Medicines, and Instruments, and Dental Supplies," by E. A. Thayer, Special Agents Series Foreign and Domestic Commerce.

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$6,938; all other acids, $19,145; baking powder, $47,762; calcium carbide, $341,458; sulphate of copper, $116,581; acetate of lime, $4,500; roots, herbs, and barks, $923; crude sulphur, $42; and all other drugs and chemicals, $1,040,186.

Germany exports more to South America as a whole in drug products and chemicals than any other nation, followed by England and France. The crude-drug market of the world is in Hamburg, while crude chemicals in general come from Great Britain, Germany, and France rather than from the United States.

ARGENTINA.

Some of the importing drug houses in Buenos Aires are among the largest in the world. They purchase in every market where drugs and drug products are produced; there is no feeling nor discrimination in the matter—it is purely a business proposition of buying to the best advantage and supplying the articles that are in local demand. Buying to the best advantage is not always a question of price alone; it may be a question of credit, of packing or shipping methods, or of complying with local tastes and demands. The American manufacturer and exporter of straight drug products and druggists' supplies has not gone after the trade.

The spirit of Argentina—in fact, of all Latin America—is Latin. The immigration is Latin and the people are bound by ties of blood and sentiment to Europe rather than to North America. The easiest and best lines of trade and travel are to Europe; the time consumed in sending goods from ports in southern Europe is just about half that consumed in receiving goods from the United States.

As in Uruguay, the student of pharmacy or medicine studies from French or German textbooks, or translations of such books. Many of the teachers took their degrees in France or Germany, and some of them are natives of European countries.

The annual sales of drug products in Argentina would surely justify permanent personal representation. A representative could handle Uruguay, Paraguay, and Chile, in addition to Argentina. The building up of trade would be slow, however, and no results of any consequence could be looked for in less than a year. Competition in nearly every line of trade is keen in Argentina.

Drug products and druggists' supplies retail from 50 to 75 per cent higher than in the United States. Importers are compelled to carry very large stocks on account of being three to four months from the market. Many drugs deteriorate if kept in stock for a long time, and rents are extremely high, particularly in Buenos Aires, so that with the duties and other charges the increase in the price of drugs is not excessive.

The public hospitals and laboratories use annually from $300,000 to $400,000 worth of drug products that are purchased by bid and pay no duty. So far as could be ascertained, the United States is getting little or none of this trade; other countries have representatives and agents in the country all the time to take advantage of such opportunities in conjunction with other business. A personal representative should be authorized to bid for such business and should be kept advised by the manufacturer or exporter as to the lowest quotations he could make.

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Importers generally prefer to do business with the manufacturer direct. They do not care to do business with the jobber nor with commission men. Terms are usually from 90 to 180 days from the date of the invoice when dealing with European firms, and usually cash against documents New York when dealing with American firms, though some American manufacturers concede 90 days' credit from the date of the invoice. Importers always want quotations c. i. f. Buenos Aires, and not f. o. b. New York.

URUGUAY.

The imports of drug products for 1912, based on information received from reliable sources, were valued at more than a million dollars, of which the United States did not furnish 10 per cent. The reasons are obvious: Satisfactory trade relations for many years with other countries, a predominant Latin element that is still bound to Europe by many ties, and the fact that the manufacturers and exporters in the United States have not gone after this trade in a systematic manner.

The student of medicine or pharmacy in Uruguay studies from French or German textbooks or from translations in Spanish, or if he goes abroad to study his profession he goes, as a rule, to France or Germany. At present there is a distinct tendency in favor of American educational methods, as is evidenced by the employment of a number of American experts by the Uruguayan Government. This tendency should be fostered, and were there translations of American textbooks their use would surely follow. One American textbook was translated and published in French and has had a large sale not only in Uruguay but also in Argentina. It was understood that an American publishing house would undertake the translation and publication in Spanish of American textbooks of all kinds, but this has not been accomplished.

Drug products are really sold in every country largely through the physician, and when he is convinced of the merits of an article he will specify it in his prescriptions and recommend it to his patients; therefore missionary work by manufacturing and exporting druggists should be done with the physician, at least until the establishment of an agency or the sending of a personal representative is justified.

Given a certain demand for American drug products, an agency would be justified for the trade with the hospitals alone. The larger hospitals use from $1,500 to $1,800 worth of drugs per month, but in the hospitals inspected there was rarely seen an American product of any description, practically all of the drugs being purchased from two European houses—one French and one German (Poulenc Freres and E. Merck). At the same time there is no feeling or discrimination against American products; they simply are not known.

Local agents or importers could handle the trade and build it up, after a demand has been created through the sending of samples and literature to the physician, more readily than by sending representatives on such a long and expensive journey.

Drug products sell at an advance of 75 to 100 per cent over the price in the country of origin. The margin of profit is larger, but the distance from the producing market compels the importer to carry double or treble the stock carried by similar houses in the United

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States. Rents are high, desirable locations paying 12 to 15 per cent on the investment. The large stocks carried imply a greater loss from deterioration, and, all in all, the increased price is not excessive.

BRAZIL.[1]

Brazil affords an attractive market for American proprietary medicines and drugs, and, although the United States has at present a fair share of the trade in the former, this participation may be very appreciably enlarged by American manufacturers by a persistent and increased application of successful current sales methods.

The legal requirements that govern the introduction and sale of proprietary medicines in Brazil must be met by the trade, and it is essential that manufacturers who contemplate putting their goods on this market conform with these provisions both as a matter of protection to themselves and to local importers.

A license to introduce and sell proprietary medicines in Brazil, whether of domestic or foreign manufacture, must be obtained from the Directoria Geral da Saude Publica (Bureau of Public Health). Foreign importations unprotected in this sense may be confiscated on entry.

The following requirements must be observed to procure a license:

1. Power of attorney from the manufacturing chemist authorizing a local representative to sign the application or petition for the license.
2. Formula of the medicine, giving its composition, method of manufacture, names of diseases which the medicine is advertised to alleviate or cure, and its doses, the formula being duly signed by the chemist.
3. Two samples of the medicine must be furnished for purposes of analysis.
4. Written proof that the manufacturer is a legally recognized chemist in the country of origin.

All documents must be legalized by a Brazilian consular or diplomatic officer and accompanied by their respective translations in the Portuguese language; the translations may be made in the country of manufacture or in Brazil. It is recommended that applications for licenses be made through some local patent attorney or agency.

The formula is filed only in the archives of the bureau of public health and is kept strictly confidential; not even the applicant is allowed access to it, which suggests the advisability of retaining duplicate copies of this information for possible future reference.

A proprietary medicine may be patented in Brazil, but the patent rights are valid only for a period of 15 years and can not be renewed. Trade-marks may be registered with the Junta Commercial in Rio de Janeiro, and such registration is valid for a period of 15 years and may be repeatedly renewed. The importance of these protective measures to manufacturers may be better appreciated when it is known that patent and trade-mark rights held in the United States do not extend to Brazil.

This market warrants the personal investigation of competent representatives of manufacturers and the establishment of local representatives for the sale of drug products. During the last year no less than 10 traveling salesmen of large American concerns manufacturing drugs or proprietary medicines have visited Rio de Janeiro with reported success. Local importers and dealers are besieged

[1] The description of the Brazilian market for drugs is furnished by Vice Consul General A. L. Burnell, Rio de Janeiro.

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with offers made by mail from foreign manufacturers looking to the establishment of local representatives for their products, but this method alone of working the trade, even with correspondence and advertising matter in the Portuguese language, is not very satisfactory.

There is an ample number of strong and reliable importing and distributing houses of drug products in a position to represent advantageously foreign manufacturers of these goods. Exclusive representation is naturally preferred by local dealers, who, if active in marketing their products, object to sharing the field with less aggressive competing agents.

Several American manufacturers of medicinal products have extended the manufacture of their goods to this country after having established a demand for them sufficient to warrant the opening of local factories. One factory has been continually in operation since its inauguration, while another, for the manufacture of pills, is only operating as the local demand for its products requires; this demand, however, is very large.

VENEZUELA.

Of pure drugs and patent and proprietary preparations the United States furnishes more than double the amount supplied by any other country. American preparations are very popular, particularly with the public, while French preparations are more frequently prescribed by physicians, the importations from France being second only to those from the United States. French preparations are deemed more reliable by physicians than the American and more certain in therapeutic value. This is probably due to the fact that the Venezuela school of medicine is based on the French school rather than to any appreciable difference in the quality of similar products. Patent preparations for sale to the general public find a wide and ready sale and in this field the American product is overwhelmingly in evidence.

As the duties are figured on gross weight, packing should be as light and at the same time as strong as possible; all products that can safely be packed in bales should be shipped in this manner. Shipments of pills of all kinds are being received by importers in Venezuela from European houses, and any method of packing that will lighten the weight of packages without endangering the contents should be adopted.

Trade conditions in patent and proprietary preparations are very good in Venezuela. Collections are sometimes slow, but rarely bad. Importation is both direct and through commission houses. The importer having a number of small orders in different lines or from different houses finds it convenient to buy through the commission house.

Importers in general in Venezuela desire to extend their relations with American houses, and trade can be increased by the distribution of literature, advertising, and samples. Patent preparations for the use of the general public can best be advertised by literature distributed while the selling representative is in the country. Proprietary preparations that are prescribed by physicians can be best advertised by an appeal to the physician, aided by the distribution of sa[illegible] Correspondence and all advertising matter should be in

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SURGICAL INSTRUMENTS.

The annual imports of surgical instruments, surgical supplies, and hospital equipment in South America amount to about $800,000 (not including Brazil), of which the United States supplies about 20 per cent, made up mainly of supplies and hospital equipment.

France leads in exports of surgical instruments to South America, followed by Germany. By far the greater portion of the instruments coming from France bear the name of Collins. The prices of American instruments make it difficult to compete with those from France and Germany, though some American manufacturers are turning out a product of the highest grade. Many German instruments are made to sell cheaply.

In surgical supplies and hospital equipment the United States should be doing a much larger business. There is one factory for the manufacture of hospital equipment in Argentina, and the hospital beds in Chile are used of domestic make. One or two countries also make their own absorbent and medicinal cotton, but aside from these articles no manufacturing is done in South America.

The superior quality of American goods is recognized, but American credit terms and the inability or disinclination to sell equipment on consignment, as European houses are doing, and the disinclination to vary the quality of a product to meet local demand are some of the factors militating against further development of American trade in South America.

A large trade in surgical instruments is done directly between the surgeons and the manufacturer or exporter by means of the parcel post in all articles that are not too heavy to be shipped in that manner. Duties on instruments not for the use of public hospitals and colleges are heavy in nearly every country in South America.

ARGENTINA.

Mathematical, optical, physical, and surgical instruments were imported in 1911 amounting to $248,240, of which the United States supplied $15,170, but the above figures are no index of the business done in imported surgical instruments and surgical and hospital supplies, on account of varied classifications in the customhouse. As an example, electrical appliances would come under electrical supplies, and so with many other lines of articles. It was therefore not possible to secure exact figures on the importation of surgical instruments. The annual imports of surgical instruments and surgical and hospital supplies amount to about $300,000.

The United States supplies few of the instruments, which are imported chiefly from France and Germany, especially from France, as the education of the surgeon is based on French textbooks and French methods. More instruments with the name of Collins, Paris, are seen than all others put together. One or two American manufacturers make just as good instruments, but the prices run 50 per cent higher than the French article.

Some of the surgical supplies are furnished by the United States and they are gaining a foothold. One firm of American manufacturers in particular is catering to local taste and at the same time

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supplying better articles than the French and Germans, at about the same prices. They have a personal representative in the field.

American hospital supplies are also gaining a foothold in Argentina, owing to the efforts of one firm. In addition to the hospital supplies imported there is a large amount supplied each year by a factory in Buenos Aires, the property of the largest importer of scientific instruments and optical goods in Argentina. This importer does more business than all others handling the same lines put together. His stock of lenses for eyeglasses will number a million pairs, and they are all purchased in the United States. As such a condition seemed abnormal and as other houses were still importing lenses from France and Germany, inquiry was made as to whether the American product was cheaper or better. It had no advantage in either respect, but each American lens was wrapped in tissue paper and placed in an individual envelope showing length, width, thickness, and grinding in legible print. The other method is to paste a small circular bit of paper on the lens with microscopic, illegible characters on it.

Surgical instruments and supplies are handled by all of the large importing drug houses, but as a side line, and no great amount of business is done by these houses. In regard to surgical supplies the argument against American goods is on price. Several American manufacturers are turning out higher-class goods than the French and Germans, but the price is much higher. Importers claim that they can buy cotton, gauze, and bandages from France and Italy for 50 per cent less than from manufacturers in the United States. There is no discrimination against American goods, and where used they are well liked.

No strong effort has been made on the part of the American manufacturer to obtain the trade in surgical instruments, surgical supplies, and hospital equipment. It is just possible that the United States can not compete with France and Germany in surgical instruments, though convincing superiority might offset difference in price.

BRAZIL.[1]

There is a decided preference shown by the trade of Brazil for French and German surgical instruments and appliances, which may be due in a measure to the influence of French methods of instruction and French textbooks in local medical schools on the one hand, and to the low prices at which the German goods are marketed on the other. It is said that the prices of German-made surgical instruments and appliances are about 50 per cent lower than those of the French-made goods. American-made operating tables and their appurtenances, cotton and gauze for surgical purposes, and rubber goods used in the medical and surgical professions have won a preference in this trade.

Of the dozen or more hospitals in Rio de Janeiro only three are well equipped with modern apparatus, but many of the city's physicians and surgeons are thoroughly equipped with the most modern appliances and instruments known to their professions. Impetus in this direction was given by the sanitation of the city, which was

[1] The paragraphs on Brazil are by Vice Consul General A. L. Burnell, Rio de Janeiro.

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completed about six years ago and which has since been very carefully maintained.

CHILE.

In 1911 the imports of surgical, physical, mathematical, and other scientific instruments into Chile amounted to $170,696, of which amount the United States supplied $40,174 and Germany $97,632. The trade in surgical instruments, surgical and hospital supplies amounts to about $80,000 annually.

The United States does not furnish 5 per cent of the surgical instruments, which are purchased mainly from France and Germany, Collins, of Paris, supplying fully 65 per cent of the total. Of surgical supplies the United States furnishes about 25 per cent and of hospital supplies and equipment about 70 per cent. The United States does not compete on instruments on account of price and partly because American instruments are not known.

The teaching in the medical college in Santiago is cosmopolitan and the methods of no one country are followed. Germany is considered an authority on some subjects, France, Italy, Great Britain, and the United States on others. A large number of medical and surgical journals are subscribed for in French, German, Italian, Spanish, and English, but as the student can more readily read the journals in Spanish, French, or Italian he is more likely to do so than to read those published in German or English. The college subscribes for the following American journals: Annals of Surgery, New York Medical Journal, Pacific Medical Journal, Surgery, Gynecology and Obstetrics, and the Journal of the American Medical Association.

COLOMBIA.

The annual imports of surgical instruments into Colombia, including hospital equipment and supplies, amount to about $45,000, of which the United States does not furnish more than 15 per cent, and this comprises equipment and supplies, not instruments.

Practically all of the instruments come from France, although a few are supplied by Germany and England. The teaching in the medical colleges is based almost entirely on the French school, in addition to which the instruments have a well-merited reputation for quality and durability. There are American instruments of just as good quality and better finish, but they cost from 30 to 50 per cent more than the French articles. Instruments, equipment, and supplies sell for about 100 per cent higher than in the country of origin.

American hospital equipment and supplies in use in the hospitals and by surgeons are well liked and the superiority of such goods is admitted. Trade can be increased by sending literature in Spanish to the surgeons, physicians, and hospitals. Business is done direct with the manufacturer and also through commission houses.

ECUADOR.

The trade of Ecuador in surgical instruments and supplies and hospital equipment is small, not amounting to more than $25,000 per year. Of this amount France furnishes about 50 per cent,

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Germany 20 per cent, Great Britain 15 per cent, and the United States 15 per cent.

In surgical instruments alone France supplies about 75 per cent, which is largely due to the teaching in the local schools, which is based on the French school of surgery. Students from Ecuador studying abroad almost invariably pursue their studies in France, and this influence is felt upon their return to their native land.

In Quito the hospital equipment and laboratory equipment in the medical college is also almost entirely French, though some German and a few American articles are used. More American appliances are used in Guayaquil than in Quito, and one importing druggist handles articles of American manufacture. This importer formerly also purchased surgical instruments in the United States, but finding that he could obtain the same goods from Germany at 10 to 15 per cent less, with longer terms of credit, he transferred his orders to Germany.

A good many of the surgeons buy their instruments direct from the country of manufacture, bringing them in by parcel post, where weight is not prohibitive. Surgeons who have taken their degrees abroad are apt to procure a complete set of instruments before returning to Ecuador and in consequence need only to replace single articles through breakage and wear at long intervals.

URUGUAY.

The annual imports of surgical instruments, supplies, and hospital equipment into Uruguay amount to about $75,000. France supplies most of the instruments and some come from Germany, but there are practically no imports from the United States. In fact, the only American instruments noted were some in use by a Uruguayan surgeon in one of the hospitals who had taken his degree in the United States. The supplies come mainly from France and Germany, though the United States furnishes some. The United States furnishes probably 30 per cent of the hospital equipment and should furnish practically all of it.

The French instruments are popular because the training of the Uruguayan surgeon is largely French. Nearly all of the instruments in the hospitals and medical college are made by Collins, of Paris. One importer acknowledged that some American instruments are superior to the French or German product, but he claimed that the prices were prohibitive.

There are 11 importers of surgical instruments and supplies and 5 that handle orthopedic appliances and trusses. The trusses come mainly from the United States and are reasonable in price and very satisfactory.

Instruments, supplies, and equipment for public hospitals, laboratories, and colleges are admitted duty free. Purchases are made through public bids and many supplies are ordered direct from European houses that have local agents to make their bids for them.

In all probability American surgical instruments can not compete with the European product to any extent, but American supplies and hospital equipment, aside from instruments of precision, should en-

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joy a larger share of the trade. Literature and catalogues will not secure this trade. Samples must be seen by the importers before they will place even trial orders. Representatives en route to Buenos Aires would no doubt find it worth their while to stop off a few days to work the trade in Montevideo. American goods, where known, are in favor, though the importers claim that they find difficulty in forming connections with American manufacturers and exporters.

DENTAL SUPPLIES.

The annual imports of dental supplies in South America amount to $420,000 and of this the United States supplies fully 70 per cent. While this is an excellent showing, the exports from the United States are largely made by two or three houses and there is trade still to be secured by proper advertising in Spanish, by the sending of samples and literature direct to the dentists, and by arousing the dentists' interest in all the new appliances as they come out.

In most of the South American cities of any size there is electric power available for the use of electric appliances, and in some places where power is not available the dentist develops the power to run the appliances in his office. At the same time this field has not been overworked and there are many offices that are not modern and up to date in this regard.

A large part of the business in South America is done at the present time direct with the manufacturer or importer by means of the parcel post on all goods that are not too heavy, and the establishment of agencies in most of the countries would not be justified. Duties are generally heavy on supplies, though this has little effect on consumption as none are manufactured in South America.

ARGENTINA.

The imports of dental instruments and supplies amount annually to about $120,000 American currency, and in 1912 the United States furnished the amount of $71,598 American currency, the remainder coming from Great Britain, France, and Germany.

There is only one dental supply house in Buenos Aires of any size. There are two smaller ones and three or four of the larger importing drug houses handle some dental supplies in conjunction with surgical supplies; this last is true also of other cities of the Republic, but the dentists rely mainly on the Buenos Aires houses. Most of the supplies come from one American house and one British house. Goods are ordered from other manufacturers when the dentist so specifies or when the importer has a demand for a particular type of goods made by some other manufacturer, but there has been no systematic effort made by other manufacturers to get the business.

For the same margin of profit dental supplies must sell for 50 per cent more than in the United States after the payment of freight, duties, landing, and warehouse charges.

Dental-supply dealers are compelled to carry three to four times the stock they would in the United States on account of distance from market and the necessity for having on hand a great variety of instruments for any of which a call may be made at any moment.

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Business can be increased by keeping in touch with the dentists. They should always be advised of anything new in dental supplies or of new methods of doing their work with improved appliances. Where practicable, samples should be sent to them through the different dealers, as dutiable articles can not be sent through the mail. Complaint is made by many of the dentists that their greatest difficulty is in keeping up to date in their profession, notwithstanding the fact that they read the dental journals and all literature on new methods and new appliances which come to them. The following is a case in point: A dentist in Buenos Aires read with much interest an article on a new appliance and method for making gold inlays, but the article did not state where the appliance could be obtained. He went to the different supply houses, but they did not have the appliance in stock nor did they know where he could obtain it. As he wished more details about it before purchasing he wrote to the author of the article asking to be put in touch with the manufacturer. By the time he received the appliance six months had elapsed. In that length of time a new system or a radical change of method could take place about which he would know nothing.

BOLIVIA.

The trade in dental supplies is almost entirely a direct trade between the dentist and the manufacturer or foreign supply house, as there is no dental-supply house in Bolivia. A few of the druggists carry small lines of forceps and the simpler instruments, but there is practically no trade in them. Probably nine-tenths of the trade in regular supplies is done by parcel post, though office equipment and furniture and the heavier laboratory supplies must be shipped by freight.

So far as could be ascertained there are about 100 dentists in Bolivia, but the number in active practice will not exceed 40, and the total annual trade in dental supplies is not more than $30,000, of which the United States supplies at least 75 per cent. There is also a small but growing dental college, for which nearly all of the supplies are purchased in the United States.

Dentists are compelled to carry relatively large stocks of supplies, teeth, and duplicates of many instruments, as it takes from 8 to 10 weeks to send and receive orders by mail. A supply house in Bolivia would hardly be justified at the present time unless some drug house could be induced to handle dental supplies as a side line, with some young man in charge who knows something about the business.

As the parcel post is very satisfactory, manufacturers and supply houses in the United States should have no difficulty in doing a mail-order business, but attention is drawn to the fact that goods should be shipped by parcel post and not by registered mail, as dutiable goods shipped by registered mail are confiscated.

Very few of the dental offices are equipped with modern and up-to-date furniture and appliances. There should be some trade along this line, as there are five towns that now have electric power—La Paz, Potosi, Sucre, Oruro, and Cochabamba. The current in use in all of these towns is of the alternating type with voltage of both 110 and 220.

Catalogues, literature, and correspondence should be in Spanish. Business is usually done on a cash with order basis, though in some instances credit is allowed.

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BRAZIL.[1]

It is estimated that there are about 1,500 dentists in Brazil, nearly all of whom are Brazilians. Of about 300 dentists in Rio de Janeiro all are Brazilians except approximately 20 American, 3 French, 1 German, and 1 English.

There are many dental schools in the country. The principal one in Rio de Janeiro is the Faculdade de Medicina, which is supported by the Federal Government. In general, these schools are not well provided with dental equipment, and their courses in dentistry are rather theoretical than practical, which operates to restrict the sale of dental goods to local schools and their graduates.

The small percentage of foreign practitioners in Brazil is largely attributed to the very rigid examination, given in the Portuguese language, to determine the eligibility of applicants to practice dentistry in the country.

Dental parlors in Rio de Janeiro resemble those in the United States, as the greater part of their equipment is of American manufacture. Besides the practitioners with permanent offices in the large cities there are itinerant dentists, who travel through the interior of the country, equipped with take-down dental chairs and dental instruments and supplies in convenient form for transportation on pack animals. These dentists visit towns and villages remotely situated from the railroads or other convenient forms of transportation.

Although it can not be stated as a general rule, it may be said that foreign dealers here are often willing to handle low-grade goods, provided that they can be obtained at correspondingly low prices, and it is already apparent that American trade in Brazil with respect to several dental articles is being injured by this form of competition. On the other hand, American manufacturers of dental supplies have in some instances raised their prices.

Until a few years ago American dental chairs were used almost exclusively in this market, but they are now being replaced to an appreciable extent by German-made chairs, which are modeled after an antiquated type of American chair, but sold at a considerably lower price. Because of extremely high customs duties and large profits prevalent in this market, prices of dental chairs in Brazil are so very high that many dentists are willing to accept chairs of inferior quality if they can be purchased for correspondingly low prices.

German-made forceps are more popular here than the American-made article, simply because of the lower prices at which they are sold. Only about 25 American forceps are sold to every thousand sold of German manufacture.

All of the larger cities in Brazil have their full quota of dentists, and it is stated that dentists are to be found even in the smaller towns in the far interior. The members of this profession are practically all Brazilians. There is only one American and one English dentist

[1] The description of the Brazilian market for dental supplies is taken from reports by Vice Consul General A. L. Burnell, Rio de Janeiro, and Consul Merrill Griffith, Pernambuco.

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in Pernambuco. There are several American dentists practicing throughout the country, but usually as assistants to other dentists who have passed an examination, which is compulsory. I have been informed that there are in Brazil only about six foreigners, including three Americans, who have passed the examinations and received diplomas entitling them to practice, and that their diplomas were granted several years ago.

There are three well-known colleges of medicine in this country, located at Bahia, Rio de Janeiro, and Rio Grande do Sul, each of which has included in the curriculum a course in dentistry. These colleges are all maintained by the Federal Government, a diploma entitling the holder to practice. There are no State boards of examiners. Brazil sends annually to the United States about three or four students to study dentistry. There are about 30 dentists in Pernambuco.

The equipment of the foreign dental offices and many of the Brazilian offices is excellent, while others are fair. Most of the dental supplies used in this city, including dental chairs, cabinets, dental engines, tools of all kinds, teeth, etc., are imported from the United States. A dental chair costs delivered here with all duties, freight, etc., paid, from $300 American money up, a cabinet from $175 up, and a dental engine from $65 up. The dealers in this city buy some supplies from Rio de Janiero, but practically everything direct from the United States, through New York commission houses, who allow a credit of 90 days' sight.

CHILE.

Fully 70 per cent of the dental supplies imported by Chile come from the United States; Germany, Great Britain, and France supply the remainder. Great Britain formerly furnished a much larger proportion of the dental supplies, but has lost most of this trade in the last few years.

In 1912 the imports of dental supplies from the United States amounted to $38,454 American gold, or an increase of 50 per cent over 1911 and of over 100 per cent over 1910. Probably 30 per cent of the supplies imported from the United States are used in the dental college in Santiago, which is fitted out with modern equipment, where 50,000 patients are treated annually. Most of this equipment and the annual supplies are furnished by one American manufacturer.

Dental goods from a number of American houses are sold in Chile, though the bulk of the trade remains in the hands of one manufacturer. Importers state that there is no difficulty in selling American goods, as there is a good demand for them. This demand is largely due to the dental college in Santiago, as the teaching is based essentially on American methods, and the Chilean who studies dentistry in a foreign country usually goes to the United States.

There are about 400 dentists in Chile, with 160 in Santiago, 45 in Valparaiso, and 22 in Concepcion. Many of the offices are equipped with all modern appliances and electrical apparatus. The electric current in Santiago is 220 and 440 volts direct, in Valparaiso 220 volts direct, and in Concepcion 110 and 220 volts direct. Any necessary changes in machines and apparatus manufactured in the United States to meet variations in current should be made before the goods are shipped to Chile.

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Outside of one or two manufacturers, there has been no systematic effort to secure the Chilean trade in dental supplies. The country is developing rapidly and the number of dentists in proportion to population is extremely small. The trade should be fostered and held for the future. Literature in Spanish should be sent to the dentists throughout the country and, where possible, samples should also be sent. The importer is always willing to procure what the dentist requires.

EFFECT OF PHYSICAL CONDITIONS ON DEMAND.

CLIMATE AND TRANSPORTATION IN COLOMBIA.[1]

Colombia, the third largest country in population and the fourth in area on the continent, was in 1916 the second best South American buyer of United States furniture. It is the only country in South America with outlets on both the Atlantic and Pacific Oceans. This advantage and that resulting from the use of the Panama Canal, together with its diversified resources and close proximity to the United States, make Colombia a market of noteworthy, though somewhat indefinite, potentialities.

Possibly the three most important factors affecting the importation of furniture into Colombia are the climatic conditions, the characteristics of the people, and the transportation facilities. A thorough understanding of these factors and their influence upon trade is necessary before a profitable and growing business can be developed.

On the coasts of Colombia the climate is tropical, as the Republic lies approximately 12° north and 4° south of the Equator. The great Andean barrier that crosses the country from north to south acts as a condenser for the easterly winds from the Atlantic Ocean and causes a very heavy rainfall over the eastern section. High temperature, as well as excessive humidity, prevails throughout this region. The temperature ranges from 90° to 84°, with a rainfall of 100 to 150 inches.

The tropical climate of the coast regions has a great influence upon the lives and customs of the inhabitants. It determines largely the architecture of their homes and the manner of furnishing them. Because of the intense heat, the houses are built with large rooms. The ceilings are high and the floors are usually of tile or cement. High temperature and excessive moisture limit the use of curtains about the windows and doors; carpets and rugs are little in evidence, and upholstered furniture is not used because of its warmth and susceptibility to attack of insects. A minimum amount of furniture tends to give the most comfort. People live to a great extent out of doors, and for this reason furniture—with the exception of what is absolutely necessary, such as chairs, tables, wardrobes, and iron beds—is not in great demand in this region of Colombia.

Not only do the climatic conditions limit the amount of furniture used in the Tropics, but they determine largely the type demanded. Because of the climate, cool and light but strong furniture is required on the coast. Chairs with solid or upholstered seats and

[1] From "Colombian Markets for American Furniture," by Harold E. Everley, Special Agents Series No. 162, Bureau of Foreign and Domestic Commerce.

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backs are not popular, but those of reed, rattan, and similar material are desired. This lighter furniture, however, is never fitted with cushions for the tropical districts.

Besides influencing the amount and type of furniture, the climate also determines largely the method of constructing it. Where there is excessive heat and moisture, built-up and veneered furniture is not practical. Such furniture, manufactured under dissimilar climatic conditions, soon absorbs a large amount of moisture in the Tropics, which causes it to swell and the veneer to peel off. No furniture manufacturer should ship veneered furniture to the tropical section of Colombia with the hope of building up trade. The past experience of the Colombian people with veneered furniture has been very unpleasant, and they now buy only that which is woven or is of solid wood or steel.

The effect upon the furniture trade of the temperate and cool climate of the plateaus and mountainous regions is quite the reverse of that noted in the hot coastal plains. The climate of Bogota, the capital of Colombia, which stands on a plateau at an elevation of 8,600 feet, is mild, the temperature averaging 54° to 65°. In this city there are many beautiful and well-furnished homes and offices. With a climate that is delightfully cool and salubrious the year round, there comes a demand for more elaborate and better furniture.

As the nature of the market depends largely upon climatic conditions it will be necessary for the manufacturer or exporter to consider with some care the kind of climate to which his product will be subjected. This is especially important if the market be Colombia.

RACIAL DIFFERENCES.

The characteristics of the inhabitants of the various political divisions of Colombia differ greatly, and have a decided influence upon the furniture market. Probably about 10 per cent of the inhabitants (who total approximately 5,000,000) are of pure white blood. They are the descendants of the Spanish colonists who settled in Colombia during the three centuries following the discovery and conquest. Mining and climate drew them into the highlands of the interior, where they form the governing class. These white Colombians, as a whole, are well educated, and many of them have traveled. Although they inhabit the plateaus far in the interior, they are acquainted with the customs and products of other countries and, as a rule, demand a high grade of furniture. However, this group represents so small a percentage of the total population that the market for the best quality of furniture will always be relatively small.

The next most important group of the inhabitants comprises the "mestizos"— a mixture of Spanish and Indian. They live chiefly on the plateaus and represent the greatest percentage of the population. This is a significant fact, because it implies a persistence of type that may largely determine the character of Colombian population, unless the slowly increasing white element be reinforced by immigration. The mestizos are a sturdy, patient race and are sufficiently industrious to carry on many of the small industries and occupations and meet the labor requirements of the inhabited plateau districts. In the rural districts the mestizos are small agriculturists, laborers, and fishermen, but there are also many educated,

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successful merchants and professional men among them. This group, as a whole, offers an extensive market for the cheap and medium grades of furniture, which are now finding their way into the country.

There are more than 300,000 Negroes and mulattoes in Colombia. They represent the poorer, less progressive part of the people. Their dwellings are rude huts, and their furniture consists mainly of home-made articles or purchases from a secondhand store. Very few, if any, of this class ever buy imported furniture.

The remainder of Colombia's population consists of 150,000 Indians. They retain their own dialects and customs and have the attitude of a conquered race, submitting to the customs and requirements of a social organization of which they form no part. The huts of these Indians are furnished as were those of their ancestors, and the owners, of course, can not be considered as buyers of any kind of furniture.

TRANSPORTATION DIFFICULTIES.

The peculiar geographical features of Colombia have rendered transportation a very difficult undertaking. Only on the great waterways of the Magdalena Valley has nature provided anything like easy means of communication. The Magdalena River is at present the only available outlet from Bogota, the capital of Colombia, to the Atlantic coast. Over certain parts of this river's course navigation is very difficult on account of rapids. It does not afford through traffic and is supplemented by short lines of railroad over which merchandise and produce must be transferred no fewer than six times in going from the coast to Bogota, and, if sent to some other cities, goods must be conveyed by pack animals and even on human backs at a great cost and the risk of total loss before they reach their destination.

Colombia's great need is better means of transportation. Railroads totaling only 775 miles serve a population of more than five million people, and the larger part of this population is found in the richest, most productive section of the country—the mountainous districts of the interior, which are separated from the seaports by low, swampy, malarial plains and perplexing mountain ranges. At present the transportation difficulties are tremendous, and the magnitude that might be attained by industry and commerce under the stimulus of adequate facilities would be difficult to estimate. The present freight rates between the principal seaports and the capital are almost prohibitive, and the products of the great Cauca Valley reach the sea by almost the same means that were employed in Spanish colonial times.

Transportation in Colombia is a pertinent factor to the furniture manufacturer and exporter. It necessarily influences the type of furniture that will find a market in the country. Bulky furniture such as most case goods, and that which can not be shipped in knocked-down form, will never enjoy a ready sale there, because of the prohibitive expense of shipping it. Furthermore, the lack of adequate means of transportation will determine the type of packing to be used. From the port of entry to inland cities, goods are subjected to the handling involved in shipments by water, rail, and

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pack animals, and at the transfer places may lie exposed to tropical rains or heat for hours with no other protection than their own coverings. When the transportation difficulties are thoroughly understood, and proper precautions are taken to insure safe arrival of goods at their destination, the furniture trade between the United States and Colombia will be greatly augmented.

CONDITION OF ROADS IN ARGENTINA.[1]

Argentina offers greater possibilities than any other country in South America as a consuming market for automotive vehicles. The physical characteristics of the country, with its prairielike pampas, ideal for agriculture, its population of 8,000,000 scattered over an area greater than that of the United States east of the Mississippi River, and its great need for motor transportation of all types make the country a particularly favorable field for such apparatus. Like the great Mississippi Valley in North America, Argentina will undoubtedly develop into the largest consumer of automotive apparatus in South America.

The country is made up of 25 political divisions similar to American States. Of these divisions 14 are provinces and 10 are territories that have not yet attained the political status of provinces. The capital, Buenos Aires, is located in a Federal District of the same name.

It should not be thought that all of Argentina is a level prairie of great fertility like the Mississippi Valley. The country is very long from north to south, and there are many different climates. There are endless prairies that are called pampas. There are other heavily wooded sections in the north approaching the Tropics, which are called the Chaco. There is a large section to the south that is very sparsely populated and suitable only for grazing. There are sections in the west where rainfall is scanty and irrigation is required. To these might be added desert patches and broken mountain ranges reaching an altitude of 6,000 feet.

LARGE LAND HOLDINGS.

Some estancieros in Argentina own upward of 1,000,000 acres of land; many have over 100,000 acres, and still more have over 50,000 acres. These large landowners rent in lots of 100 to 500 acres to what are known as colonists, who reside in unattractive adobe huts without floors and without modern conveniences such as are usual with the American farmer. These colonists are not potential buyers like the American farmer. They live for five years on a farm and then move to some other estancia. Unfortunately they are too often embarrassed financially, so that their crops are obligated before they are grown.

Although the size of farms is being reduced each year, it will be many years before Argentina ceases to be essentially a large-farm country. Some farms, however, are subdivided by court sales where the owner can not hold the property. Others are divided among members of the family at the death of the father. Some years ago

[1] From "Argentine Markets for Motor Vehicles," by David Beecroft, Miscellaneous Series No. Foreign and Domestic Commerce.

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ıe Government evolved a scheme for subdividing the large estancias ıd selling to the colonists, but it did not prove feasible. To-day the tanciero is aware of the drawbacks of the system. The large mer- ıants in Buenos Aires and other cities realize that the estancia sys- ım is a hindrance to rural development. While the wealthy estan- ero is a good buyer, his numbers are too few. The country would ave a higher potential buying capacity if the land were owned in naller lots and cultivated like the farms in North America. The ıore the entancia is subdivided the more automobiles will be sold.

POOR ROADS AND POSSIBILITY OF IMPROVEMENT.

The lack of roads is holding back the sale of automobiles in the ımp. The roads are different from any in North America. They semble a long, narrow, plowed field, being often four or five times wide as roadways in the United States. In very few cases has any retense been made to grade them with the road-making machine or ıe road scraper, both of which unfortunately are little known. The reat road width is necessary because as many as 24 to 35 horses e hitched to one of the huge grain carts carrying 8 to 10 tons. hese horses are hitched often seven, eight, or ten side by side. arrying 8 or 10 tons on two wheels also means severe road destruc- on. The holes in the roads are deeper than those of the poorest ads in the Mississippi Valley.

The peculiar Argentine cart is for the time being a menace to road ıprovement such as has taken place in the agricultural States of owa, Kansas, and Nebraska. So long as the cart remains, great ad width will be needed; so long as great road width continues, will be difficult to grade highways and drag them as is done in ıe Mississippi Valley States.

An effort at road improvement was made by the automobile club om Buenos Aires to the city of La Plata, approximately 30 miles. he club obtained permission to get the right of way through the iddle of the highway. This left ample width at either side for rt traffic. Two fences separated the automobile right of way from ıe cart rights of way. With a narrow central roadway for the auto- obile of practically the same width as in the United States it was ossible to drag the surface and have as good a right of way as on any the dragged roads across Iowa or Illinois. This demonstration has oved that there is a solution to the Argentine road problem.

Improved roads in Argentina are confined to a few hundred miles. he Argentine automobile owner does not think of touring. He does ot think to-day of touring even as Americans did 12 years ago. rom Buenos Aires, however, radiate 200 miles of suitable motor ads. One of these is a new stone road built by a French engineer- g company and stretches from Buenos Aires to La Plata, practi- lly paralleling the dragged road mentioned. This is an ideal otor-truck road and should stimulate the sale of motor trucks. a Plata is a large ocean-shipping port of 136,000 inhabitants, and cated there are two large modern slaughterhouses. Dressed meat r consumption in Buenos Aires can be delivered over this road by otor truck. In the city of Cordoba, with a population of 120,000, cated almost directly west of Buenos Aires, in the center of the untry and at the foot of a short chain of low hills, there is an

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excellent road system radiating out of the city in all directions and serving a zone 100 miles in diameter. These are excellent gravel roads, almost as good as those of Indiana, over which the motorist can travel at any speed. Cordoba is a great educational center. Being close to the mountains, it is very popular with its mountain hotels and is a reasonably good automobile field. It is an irrigation district. Another good-road section is the Mendoza zone, on the west side and almost in the shadow of the Andes. Mendoza is the wine center of the country. The land is rolling. There are a few other isolated sections with a few improved roads, but the poorest road State in the United States is far ahead of the Argentine average.

Argentina requires good-roads propaganda, and the countries that hope to participate in the sale of automobiles could do nothing better than to carry on such propaganda with all the estancieros. These people do not believe it is possible to improve their highways. The land is entirely free from stones; in fact, stones for city pavements are imported. The farmers have not learned the lesson that good dirt roads are within their reach, and that while these roads will not serve in wet weather, they will prove entirely satisfactory for a large part of the year. The estanciero must be told that he can not wait for stone roads but must improve his dirt roads, as has been done in the Mississippi Valley.

Road conditions have introduced a serious factor in merchandising American automobiles in Argentina; namely, that the Argentine in the country districts thinks he requires a special car model for his use and is inclined to insist on it. He wishes an automobile with a 10-inch clearance, if possible. He wants one with the steering wheel on the right side, because the rules of the road are opposite to those in the United States. He wants a car with 60-inch tread rather than the standard 56-inch tread produced by American manufacturers. Road conditions are advanced as the reasons for the wide tread (distance between the wheels) and the high clearance. To the American manufacturer neither of these features is attractive. American automobiles sell because of their low price, Europe having no corresponding competitive vehicle. To build special models for Argentina interferes with large factory production and low cost. It seems possible to teach the Argentine that when his roads are improved the 56-inch tread will be more satisfactory than the 60-inch, and an educational campaign carried on cooperatively by all American manufacturers appeals as the most advantageous course. It will not do for one manufacturer to give car options and others not to give them. In the cities and in other parts of the country where there are improved roads there is no demand for the wide tread.

FOREIGN TRADE-MARK REQUIREMENTS.

The conditions with which the American exporter is faced in building up an export trade in goods sold under a trade-mark will best be realized by a general survey of the trade-mark systems of the various foreign countries. The laws under these systems have developed along definite lines in certain countries to such an extent that it is possible to make a general division into two broad groups, which, for purpose of convenience hereafter, will be referred to as the common-law group and the code-law group. The common-law

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group comprises countries in which the ownership of trade-marks is based upon a common-law property right in trade-marks; that is, whether or not the mark is registered, it is protected under the laws. This group embraces such countries as Great Britain, the British colonies, United States, etc. On the other hand, the code-law group comprises countries where property rights in trade-marks are acquired under statute alone, and only upon complying with the provision of such statutes. As this code group embraces most European and Latin American countries, it stands first in importance in its relation to the export trade of the United States.

CODE-LAW REQUIREMENTS.

In order to acquire the exclusive right to use a trade-mark in those countries referred to as the code group, it is necessary to register the trade-mark. If the owner of the trade-mark does not register it, any other person may do so, thereby acquiring the aforesaid exclusive right to the trade-mark, notwithstanding the fact that the real owner may have used the mark for a number of years. This is contrary to the practice in this country, for whereas it is necessary to use the trade-mark prior to registering it in the United States Patent Office, the laws of this code group of countries are based upon the proposition that if a trader wishes to use a trade-mark for his own benefit and to the exclusion of others, his first duty is to register it, thus giving notice of his intention to the public so that they may be warned against using a similar mark. This explanation of the theory upon which the property right in trade-marks is based in these Latin American countries will, to some extent, serve to show that these laws are not merely part of an organized attempt to legalize the piracy of trade-marks. Too many American exporters, themselves negligent in complying with the laws of the countries in which they are seeking to develop their business, are prone to lay the blame for piracy upon the foreign governments responsible for the laws. However, when it is realized that the legal systems of these countries generally do not permit of bringing actions for unfair competition, as can be done in this country under the State common laws, registration necessarily becomes a prerequisite to title in a trade-mark. There is nothing unfair in this; it is an historical accident that common law should develop in some countries and code law in others.

PIRACY OF TRADE-MARKS.

The fact that American manufacturers have never fully realized the conditions under which trade-marks are acquired in these Latin American countries, is responsible for the seemingly organized piracy of American trade-marks which has taken place in the past few years.

No doubt there has often been much exaggeration on the part of injured parties, almost lending color to the belief that every native Latin American is a rogue, yet there is no question that unscrupulous persons, taking advantage of the loophole left by the unsuspecting American trader, have pirated his trade-marks and used this as means for extorting blackmail. The trade-mark pirate is not often a speculator. As a general rule, trade-marks in these countries are

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pirated in order to obtain a business advantage to be turned to account in negotiating for an agency or other purposes.

The commonest form of piracy is unquestionably that where the agent abroad registers in his own name the mark belonging to his principals in this country. His motives are plain. He wishes to insure that he shall permanently represent the manufacturers whose goods he is pushing. Unfortunately, there is a tendency on the part of these foreign agencies to mistrust their principals, and this is due to the fact that some American concerns, in their relations with their agents, have made no allowances for the differences between foreign and domestic trade methods, and have often unwittingly acted unjustly in changing their agency. In a number of instances, the first step taken by the agent in preliminarily arranging terms, etc., is to register the trade-mark of the American concern in his own name; negotiations are subsequently completed, and the American exporter then finds himself unable at any time to make a change in his agency. In one such case, in Cuba, the agent for a large American concern took over the agency of a competing American concern and used his ownership of the trade-marks of the first concern to kill any possible competition by them. Such instances can be multiplied, as many American exporters know to their cost.

These conditions are rendered more serious by reason of the fact that infringement of a registered trade-mark in Latin America carries with it penalties more severe and damaging than in this country. As a general rule, infringement is a criminal offense punishable by imprisonment, and involves confiscation of all goods sold under the infringing mark. There is on record the case of an Argentine concern ordering a shipment of goods from America and then attempting to register the mark of the American concern so as to be able to confiscate the goods upon their arrival in Buenos Aires. In another instance, a concern in Rio de Janeiro acted as agents for an American house, registered the marks of a competing American house, and then seized all the goods sold under the marks so registered.

There are also on record a number of instances where the agent, often in good faith, will join with the American concern as part owner of the trade-mark and register it in this way, sometimes adding his own distinctive mark to the goods, and is thus in substantially the same position as he would be had he registered the mark in his own name.

HOW TO AVOID PIRACY.

Every manufacturer and exporter engaged in or intending to develop an export trade should make a point of registering his trade-mark in the countries under consideration before approaching any importing agency or possible representative. Above all things, the registration of trade-marks abroad through a foreign trade agency or representative should be avoided; such agencies or representatives have an immediate motive for registering the marks to their own benefit. Most solicitors of patents and trade-marks in the United States have facilities for registering trade-marks abroad through foreign associates whose reputations are based upon professional integrity, and whose only interests are those of their clients, and advantage should be taken of this as the safest method of procedure.

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COMMON-LAW REQUIREMENTS.

In considering the question of those countries in which trade-mark protection is a growth of the common law, it is necessary to regard the situation from an entirely different aspect. Primarily the laws of such countries, which include Great Britain and most of the British colonies, are very similar, in their fundamentals, to the laws of the United States. Consequently, the possibilities of successful piracy are somewhat remote. There are, however, many disadvantages in relying upon the laws of unfair competition for the protection of a trade-mark. Primarily there is to be considered the materially increased expense of such a suit as compared with a simple trade-mark infringement suit, and also the difficulty of establishing a case of common-law rights when shipment of goods to the country has not been continuous. There is also the danger of other persons building up a business under the same trade-mark without knowledge of the trade-mark of the United States concern, and in such case the later user of the mark, if not interfered with, will also establish a common-law right in the mark, so that the American concern will have no redress at all. All these conditions, which to some extent are also present in this country, combine to make it desirable to register American trade-marks in these common-law countries, although the precautions which should be taken in the code-law group of countries are not so imperatively necessary.

MARKS CAPABLE OF REGISTRATION.

In all countries it is generally recognized that no mark which is incapable of distinguishing the goods of one person from the goods of others can be registered; nor is any person entitled to register a mark which every person should have a right to use in carrying on his business; this is universal. However, there are certain types of marks favored by United States manufacturers which can not be registered in many countries, and for that reason, in selecting a mark, it is often well to consider foreign conditions as well as the domestic. The adoption of a name as a trade-mark, while popular and possibly gratifying to the vanity of the owner, is not desirable either for purposes of registration in this country or abroad, and business men will be generally well advised to use marks with greater distinctive value. As a general rule, the registration of a name written distinctively can not prevent another person with the same name using it for bona fide purposes. Initials are also objectionable, for while registrable in this country they can not be registered in Great Britain and colonies. The use of an invented word in connection with a patented article also presents difficulties abroad, since the word becomes a matter of common property after the patent for the article expires. A great number of valuable word-marks have been lost in this way in Great Britain alone, among which may be mentioned "Linoleum" and "Vaseline." In fact, there is a general danger in selling goods by an invented word alone, because if that word becomes commonly accepted by the public as the name of the goods, and not merely an indication of origin or manufacture, all rights in the mark will be lost. This has occurred in Great Britain

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in the case of the word "Gramophone." To avoid these conditions, the invented word should always be coupled with some other word or mark distinctive per se. Again, an invented word which is merely the misspelling of a descriptive word or words is likely to cause difficulties, for instance "Uneeda" was held to be unregistrable in Great Britain. Speaking generally, however, all marks capable of registration in the United States can be registered abroad with the above noted main exceptions.

There is another good reason why American concerns should choose marks capable of being registered both in this country and abroad. In a number of countries, an American concern can not register its trade-mark unless the mark is already registered in the United States. The more important of these countries are Austria, Germany, Russia, Spain, Sweden, Guatemala, Honduras, Cuba, and Uruguay. In one instance in the experience of the writer, an American concern sold its goods under a mark which could not be registered in this country; they negotiated with a German concern to handle their proposition in Europe, and this German concern promptly registered the mark in Germany. Although anxious to do so, the American concern was unable to register its mark, and had to look on, perfectly helpless.

In certain countries opposition may be made to the registration of a trade-mark by others, as in the United States. Such proceedings are valuable because once a mark is registered in most foreign countries it can only be removed from the register upon order of a court, thus entailing an expensive action. Among the countries providing for opposition may be mentioned Great Britain and colonies, Germany, Holland, Sweden, Peru, and Uruguay.

This brief survey of foreign trade-mark conditions in relation to the American export trade seeks to make one predominating point, that the American exporter must protect his trade-marks by taking advantage of the domestic laws of the country in which he is operating, and not in spite of them. If those interested will apply the general rule, "No protection without registration," the loss of valuable trade-mark rights abroad and the business confusion which inevitably follows will be a thing of the past.

IMPORTANCE OF TRADE-MARK REGISTRATION.[1]

The apparent increase in the number of unauthorized applications for the registration of American trade-marks abroad calls for an emphatic reminder of the necessity of early registration of valuable trade-marks, especially in those foreign countries where the ownership of marks is based upon registration. The countries of Latin America have furnished a particularly profitable field for the registration of trade-marks for speculative purposes, as most of those countries grant the exclusive right to use a mark to the first applicant without regard to its prior use by another. Nearly every issue of the official bulletins of some Latin American countries contain applications for trade-mark registration that are evidently fraudulent or at least unauthorized. The names of automobiles, motor trucks, pharmaceutical preparations, and other articles the sale of which depends

[1] From Commerce Reports for June 1, 1918.

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largely upon advertising and good will, have been particularly subject to misappropriation, and recently a single firm applied for the registration of the trade-marks of six among the best-known American cars. If registration had been granted, it would have been practically equivalent to the acquisition of an exclusive agency for the importation of each of these six cars in one of the most important foreign markets for automobiles unless the manufacturers were willing to adopt a new trade-mark for that particular market.

In another case the designation "Ford American products" was sought to be registered in a South American country for all classes of goods. The effect of this registration would probably have been to give to the local registrant absolute control over the use of the word "Ford" on all goods sold in that country. This latter case is illustrative of the difficulties that may arise when a trade-mark used in the United States by various manufacturers for different classes of goods is registered abroad in such a way as to cover several of these classes. Even if the mark is registered in good faith by one entitled to its use, the form of registration may nevertheless prevent the use of the mark on a distinct kind of goods by another manufacturer except with the consent of the prior registrant.

DANGERS OF REGISTRATION IN NAME OF AGENT.

A somewhat different but none the less embarrassing situation may be presented when a mark is registered in the name of the local agent of the American manufacturer or exporter. As long as the exclusive agency continues there are usually no difficulties, but should the principal desire to make a change in the agency arrangements he may find that the agent has it in his power to prevent the importation of the trade-marked goods except when consigned to him or under such terms as he may dictate.

The only safe course to follow is to register trade-marks promptly in the name of the manufacturer in countries where any considerable business is carried on or anticipated. Even if exportation at the present time is limited by war conditions the registration of the mark abroad may well be regarded as one of the fundamental steps of preparation for trade after the war. It is, perhaps, of even greater importance now than under normal conditions, in view of the reported activity of enemy agents and others in appropriating American trade-marks. The expense of registration usually represents only a reasonable outlay for the protection of good will, and it is suggested that any article which is worth advertising abroad is worth protecting by means of trade-mark registration.

PROGRESS OF INTERNATIONAL BUREAU.

Steps are now being taken toward the immediate establishment of the International Bureau for Trade-Mark Registration at Habana. On March 14, 1918, the President of Cuba transmitted to the National Congress a message reviewing the action taken and requesting the appropriation of $10,000 as the contribution of the Cuban Government toward the initial expenses of the bureau. The expenses are to be borne by the various Governments in the same proportion as that

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established for the Pan American Union at Washington. When the necessary arrangements have been completed the payment of a single fee of $50 will secure registration for a trade-mark in all of the countries represented in the bureau, including Costa Rica, Cuba, Dominican Republic, Guatemala, Honduras, Nicaragua, and Panama, and such others as may later be added, as well as in the countries of South America when the second bureau shall have been established at Rio de Janeiro.

The Government of the United States has since made an appropriation of $56,380 toward the expenses of operation, and the new bureau is reported to be accepting applications for the international registration of American trade-marks. Applications should be sent to the United States Patent Office at Washington.

CONDITIONS WITHIN AN INDUSTRY AND THEIR RELATION TO FOREIGN TRADE.[1]

In the coming contest for trade the textile manufacturers of the United States will have at least one strong asset—the high quality of American goods. But that will not be enough to get the trade away from England and Germany. In many of the world's markets, where the purchasing power of the individual is low, price rather than quality lands the order. And an equally important factor in determining the foreign buyer's decision as to where he will place his order is the question of service. Will he receive such goods as conform to native patterns that his trade demands? Will he receive the goods within a reasonable time after he places his order? Will they be packed in such a way as to arrive in his shop in good condition? Will the terms of payment be such as to enable him to carry on his own business profitably?

All these factors enter into the successful exporting of cotton textiles, and the problem of how we are to compete successfully with Great Britain and Germany in the years to come deserves the most serious consideration. Our whole system of manufacturing and merchandising should be carefully studied in comparison with that of our competitors to see whether it is economically possible to make those changes in present methods that seem necessary to put us in a position to secure our just share of the world's trade in cotton textiles.

INTERNATIONAL TRADE IN COTTON MANUFACTURES.

Cotton, raw and manufactured, is the most valuable article in the ocean-borne traffic of the world. The international trade in manufactures of cotton alone now amounts in normal times to some twelve hundred million dollars. Of this vast total the United Kingdom usually supplies over a half, Germany over a tenth, France over a sixteenth, and the United States less than a twentieth. Smaller exporters are Switzerland, Japan, India, Italy, Austria-Hungary, the Netherlands, Belgium, Russia, and Spain. India is the world's largest importer of manufactures of cotton and China is second.

[1] From "Cotton Textiles," by Edward Ewing Pratt, Miscellaneous Series No. 58, Bureau of Foreign and Domestic Commerce.

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UNITED KINGDOM.

ıe cotton mills of the United Kingdom depend mainly on export e for their existence and regularly export over 80 per cent of · total output. Their export of manufactured cotton attained ıigh-water mark of $618,833,085 in the calendar year 1913, the ı sales included in this total amounting to over 7,000,000,000 s. In this export trade cloth usually accounts for over three-ths and yarn for about an eighth. There is a smaller export of articles as thread, lace, and cotton waste, but the export of knit s is negligible. The United Kingdom exports cotton cloth to y country of the world, but the best market is found in Asia, h usually takes over two-thirds of the total. India is the largest .e market, taking over 40 per cent of the United Kingdom's great ı export, and is followed by China, Turkey, Dutch East Indies, pt, Australasia, Argentina, etc. Of the record British cloth sales ad in 1913 some 33 per cent were gray goods, 29 per cent bleached, ɛr cent printed, 16 per cent piece-dyed, and 4 per cent yarn-dyed s. The British come nearer to having a monopoly of the bleached-s trade of the world than any other line, while their competi-is least on yarn-dyed goods. It may be noted that some 85 per of the spindles of the United Kingdom are mule, that they use few automatic looms, and that most of their goods carry a good ɛntage of sizing. Over two-thirds of the looms of Lancashire are g·d in manufacturing goods that carry over 40 per cent sizing h·· warp.

UNITED STATES.

ıe United States in the fiscal year ended June 30, 1916, exported ,053,127 worth of manufacturers of cotton, but excluding these rmal war figures the record export was $53,743,977 in the fiscal 1913. Over half of the total consists of cloth, the only other ; of importance being wearing apparel of all kinds and cotton ɛ. Of the cloth exports the largest shipments were of unbleached s; then came colored and dyed goods, the export of bleached printed goods being comparatively small. The record cloth rt was in 1913, of 444,729,241 yards. During the 25 fiscal years 1890 to 1914, inclusive, the exports of manufactures of cotton the United States totaled $708,442,011, of which 34.65 per cent taken by Asia, 31.84 per cent by North America, 11.7 per cent South America, 10.82 per cent by Europe, 8.63 per cent by nia, and 2.36 per cent by Africa. For a score or more years · to 1911 our best market was found in China, but Canada then the lead. In 1914 our best markets, in order of value, were ıda, the Philippines, and China, followed by the United King-Central America, Cuba, Australasia, and Haiti. In South rica we sell most largely to Colombia and Chile.

ıe most outstanding feature of our export trade for a long time the Manchurian demand for coarse sheeting and drill. Our pure goods displaced in northern China the inferior sized goods had previously been supplied by the United Kingdom, as the hant and coolie found that our goods were not only better but per. Our China trade reached its culmination during the Rus-

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sian-Japanese war, but, starting from a period just before that time, mills in Japan began to increase in productive capacity and to imitate our goods. The Japanese operate long hours on a very low wage scale and enhance their advantage in every way, particularly by the use of inferior cotton. The result has been that the China trade in coarse American cottons is fast becoming a closed chapter, and to obtain any share in the vast cotton-goods trade of that country we shall have once again to try conclusions with the British, this time in somewhat finer goods, such as medium-grade gray and white shirtings. With our increased skill and experience, it is not at all impossible that we may be able to duplicate on these goods the successful contest we waged with them on the coarser gray sheeting.

COTTON CLOTH.

COMPARISON OF BRITISH AND AMERICAN MANUFACTURING ORGANIZATIONS.

In the United States the cotton mills are scattered over a wide range of territory, and the bulk of the cloth mills spin their own yarns. In the United Kingdom the cotton mills are concentrated in a small area and the industry is highly specialized, the bulk of the cloth mills buying yarn from separate spinning mills. Some 85 per cent of the English spinning mills use mules, while some 85 per cent of the American spindles are ring. This difference has an important effect in several ways; for instance, more than two-thirds of the looms of Lancashire are engaged in manufacturing goods that carry over 40 per cent size on the warp, and mule-spun yarns are better adapted for retaining size than are the harder twisted ring-spun yarns. Also, cotton of the same grade can be spun to a higher count on the mule than on the ring frame, and English mills take advantage of this to use lower-grade cotton than is used by American mills in making the same goods. Mule-spun yarns are softer and loftier than ring-spun, so that English goods in most instances have a better cover and feel than the American, though they are not so strong.

In the United States the ordinary good weaver can run 8 plain looms or 24 or more automatic; more than a third of our looms are automatic. In England less than 3 per cent of the looms are automatic, and on plain looms weavers never run more than four without assistance. Owing largely to this fact American mills, making cloth in bulk in huge mills using automatic looms, can make plain cloths, in which the labor cost is not over one-third of the total cost, as cheaply as or more cheaply than the English. On goods requiring fine yarns or goods where the nature of the product necessarily limits the number of looms to the weaver the English can produce more cheaply. It may be noted that most English weave sheds are of only moderate size, as most of them are continually varying the character of their output, while there are many huge American weave mills that confine their output exclusively to a few staple constructions and widths. The Amoskeag Manufacturing Co., of Manchester, N. H., is the world's largest cotton-manufacturing company, having 600,000 spindles and 22,200 looms on cotton, besides 60,000 spindles and 2,200 looms on wool, while the largest weaving company in England—Horrockses, Crewdson & Co. (Ltd.), of Preston—has only 320,000 spindles and 10,230 looms, and no other English shed has as many as 5,000 looms.

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BRITISH READINESS TO CATER TO FOREIGN CONSUMERS.

The English mills make many cloths that are not known to American mills. Over three-quarters of a billion yards of dhooties and saries are annually made for export to India; in addition they make gray shirtings with a coarse and tinsel filling head end, T cloths and Mexicans with a colored filling head end, tanjibs, lungis, sarongs, comboys, khangars, kikoys, burrahs, slendangs, and many others that are woven by the millions of yards in England, but of which none is more than known by name (if that) to American manufacturers. The gray-shirtings trade in enormous, most of those goods being 38–39 inches wide, 38–39 yards long, weighing 6 to 15 pounds to the piece, with constructions varying from 56 x 56 to 76 x 76 ends per square inch. On account of the head end of a few picks of coarse and tinsel filling being required at the end of each piece, these are not made by American mills. The T-cloth trade is also enormous, though these are made with a colored head end and there is no competition from the United States.

American mills stamp the goods with the mill brand, or "chop" as it is called in China, and will put on no other; the English mills will put on any brand desired by the importer. The importer prefers his private brand, so as to avoid identification and prevent the keen competition that ensues when the same goods sold through other importers can be compared by the consumer. American mills rarely give an exclusive agency to one importer, but sell to anyone who applies, while the English mills protect an agent by giving him either the exclusive agency for a term of years or lower prices than are quoted to his competitors.

American prints are made to stock and usually put up in cases having a fixed assortment that is not subject to change. The English quote separate prices on cloth and on designs, so that the importer can have his design put on the kind of cloth he prefers, and also have the assortment made up to suit his individual market as to number and designs and colors required. By paying for the expense of engraving the roller the importer can have prints made of any design he sends in.

The English cater to the requirements of the individual market or customer as to widths, lengths, etc. For instance, the bulk of their T-cloth trade is in 24-yard goods, but for the River Plate they make the same goods in 20-yard pieces; to some markets they ship mostly 30/32-inch prints and in others they supply the same goods in 27/28-inch widths, as preferred. It may be noted that the American 24/25-inch print is salable in but few markets of the world, and that, to compete with such goods that we turn out in bulk, the English very often cheapen their cost by weaving in wide widths and then splitting down the center to make two narrow pieces. Such "splits" have a rough selvage on one side, but on account of the cheapness are preferred in many markets.

It may be noted that in exporting the English usually quote on the goods as made, and in rendering account they add on for making-up, for any special tickets required for cases, etc. Americans usually include all of these charges in their original quotation.

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AMERICAN EXPORT METHODS.

American cotton mills do practically no exporting direct. The actual exporting is usually done (1) by the export department of mill commission houses, (2) by export brokers, (3) by export commission houses, and (4) by local agencies of foreign importers. The export brokers usually buy from the mill commission houses (occasionally from the mills direct) and act as buyers for foreign importers. Their buying commission usually varies from 2 to 5 per cent, 3½ per cent being very common. The export commission houses sometimes buy direct from the mill commission houses, but more usually through cloth brokers who are paid a 1½ per cent commission by the house for which they sell. The number of foreign importers maintaining their own buying branches in this country is very few as compared with the number in England; in most instances they buy from the mill commission houses.

In exporting, Canada is regarded as domestic trade, and the business is usually handled on domestic terms of either 2 per cent 10 days, 60 days dating—that is, 2 per cent discount for remittance in 70 days—or else on seasonable terms, which for fall goods are 2 per cent 10 days November 1 dating and for spring goods 2 per cent 10 days April 1 dating, open account. Trade with Cuba and Porto Rico, and in normal times with Mexico, is also usually handled as domestic. The commission houses cover the leading buying centers of those countries very much as they do similar centers in the United States, through their commercial travelers; in addition, a good many buyers from those countries come to New York, while a few Canadian and other houses have their own buying offices in New York City.

The Philippine trade is largely handled through branch houses of New York firms, located in Manila, the local branches extending a limited amount of credit.

The China trade is unique in that it is handled almost entirely by a few large export commission houses, five of these being American, two English, and two German, all having offices in both New York and Shanghai. The Chinese wholesalers place orders with the Shanghai branches and pay them cash on delivery of the goods. If all of the goods are not required immediately, the Shanghai branch will have them stored in a godown and delivered as needed, against payment of purchase price and accrued charges. The New York house draws on the Shanghai house at four months' sight and discounts this paper with New York banks. The Chinaman pays the Shanghai firm 1½ per cent commission for buying, interest on the four-months' draft at the rate of 6 per cent per annum, and he also pays bank charges, freight, insurance, duty, and any incidentals such as cablegrams, etc.

In selling to the United Kingdom some exporters work exclusively with large importers who buy outright, usually for cash on delivery, while others employ sales agents and pay them 3 to 5 per cent commision on sales. The British agent is accustomed to the time-honored European practice of having the exporter pay his postage and cables, but the American exporters usually allow a slightly higher commission and require the agent to pay his own expenses.

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The Central American trade is mainly in the hands of the export brokers, and these use different methods to secure payment—in some instances requiring cash before shipment, sometimes remittance on receipt of goods, and sometimes allowing 30 to 60 days, documents against acceptance.

The South American trade is handled in various ways. The west-coast trade is mainly in the hands of two New York export commission houses that have their own branch houses, one of these having also a branch house in Buenos Aires. These branch houses extend limited credit to good customers. Trade with other sections of South America is handled mainly through export commission houses (some of which have branches or connections at Buenos Aires or other cities), partly through export brokers, and partly through purchasing agents of South American firms. Exporters shipping direct to importers in South America have largely demanded cash in New York, but in recent years there has been a tendency to extend a reasonable amount of credit, 30 to 90 days after sight, in some cases documents against acceptance and in other cases for remittance by draft.

In shipping to Turkey American commission houses usually demand cash before shipment, a small amount of business being done through agents at Smyrna or other points, who are allowed a small commission, usually 2 per cent. In Aden there are three branches and one resident agent of New York cotton-goods exporting firms, and these have their own special arrangements; but in shipping to European or native (Indian, Parsee, Arab, and Jewish) importers the terms are cash before shipment. In East Africa there are branches of two American export commission houses, but cash in New York is demanded of direct importers. In South Africa the American trade is largely through resident agents, who are paid rather higher commissions than are usual elsewhere—5 to 10 per cent—but some trade is done direct and a fair proportion is handled through firms in London.

BRITISH EXPORT METHODS.

The United Kingdom supplies over half of the international trade in cotton manufactures; and as British goods are established in every market it is the one country whose trade and trade methods should be most carefully studied. In cloth, particularly, it covers the whole range, whereas every competing country limits its exports more or less to certain special types and varieties.

Few cotton mills of any country export direct, and the mills of the United Kingdom are no exception. As a rule, they sell through cloth brokers to the "cotton merchant" (corresponding to the American jobber) in the home trade, and to the "shipper" (corresponding to the export commission house) in the foreign trade, and these attend to the further distribution.

The actual exporting of cotton goods from the United Kingdom is handled mainly by (1) shippers, (2) export merchants, (3) resident buyers of foreign importers, and (4) the mills. Less than 5 per cent of the export trade is handled by the mills direct, and this trade is mainly to near-by Continental countries and to British colonies.

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The largest portion of the export trade is through shippers and, next, through resident buyers. A large number of the shippers have their own branch houses abroad, and indents (buying orders) from the foreign wholesalers are sent in through them. A striking feature of the English trade is the large number of foreign importers who maintain their own buying houses in London and Manchester. These comprise many firms located on the Continent, in the Levant, in India, etc., including a few in America.

Some English manufacturers sell direct to the firm that does the actual exporting, but in the majority of instances a cloth broker is used as an intermediary, the mill usually paying a selling commission of 1 per cent, with an additional one-half per cent if guaranteeing of sale is required. The ruling conditions of payment to the mill are "Manchester terms" of 2½ per cent discount for cash in 14 days or else London terms of 2½ per cent discount for payment on the 10th of the month for all goods delivered up to the 20th of the preceding month. Sometimes 3¾ per cent is allowed for prompt cash after delivery of goods. In recent years there has been a tendency toward longer time, and with some houses as much as three months' credit has been known to be allowed, together with the 2½ per cent discount. In some cases, even when nominally buying on Manchester or London terms, the buying house gets the mill to "forward date" the goods, so that an extra month's credit may be obtained over and above the ordinary allowance.

The terms and conditions used in the cotton-goods export trade of England vary widely, from cash before shipment to open credit. In extending time the English exporter is aided by the fact that he usually has branch houses in the markets with which he deals, and those keep him in close touch with the standing of the importer. A large portion of the business handled by the shippers is on indents (buying orders) sent in by their branch houses, which have secured the orders from the native wholesaler personally. In the China trade the shipper usually charges the Chinese firm (through his China branch house) 1 per cent for buying gray and white goods and 1½ per cent for buying colored goods; the English shipper drafts on his China branch at four months after delivery of shipping documents in China; and the Chinaman pays cash on receipt of goods, together with interest at the rate of 6 per cent per annum and all charges. In case the Chinaman does not want all of the goods immediately, the branch house will store in a godown and the Chinaman pays for each bale as he takes delivery, all accrued charges for such storage being paid by the buyer. If a Turkish buyer places an order with an English shipper for prints of a certain kind, to be packed in a certain way, the shipper will buy the gray cloth from one mill, arrange to have it printed, and then arrange to have it made up and packed by a special establishment. In rendering bill he will show the cost of the goods and include separate items for the making-up, for cases, etc., together with freight and other items and a buying commission of 2½ to 3 per cent. He will ship the goods and extend credit of two to four months, with interest from date of invoice at the rate of 5 per cent per annum, and allow a discount of 2 to 3 per cent. These two examples are given simply as an illustration of a business that is done

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ding to many methods. The bulk of the business, however, is on terms of not over 90 days, with interest usually charged from of invoice.

KNIT GOODS.

ernational trade in cotton knit goods is valued at about 0,000 a year, of which Germany normally supplies about two-. Smaller exporters are France, largely in the finer grades, and , almost entirely in coarse goods, followed by the United King-the United States, Italy, Switzerland, Holland, Spain, and a. Hosiery is the largest item and is followed by underwear, ch a large proportion is undershirts. The bulk of the German r is full fashioned, made on the straight knitting frame, while lk of the American hosiery is seamless, made on the circular g machine.

nitz is the center of the German industry. Before the war 1 knit-goods manufacturers sold largely through commission at Chemnitz, their usual terms being cash less 4 or 5 per cent t, but they also sold direct to the numerous foreign buying established there and also to some traveling foreign buyers. ere a great number of American houses maintaining buying in Chemnitz. Most of these paid cash or gave bills of ex-on London, a few bought on open account, and a few Ameri-ses remitted on receipt of goods. In dealing with foreign rs the German commission houses were accustomed to extend ny credit desired, if the standing of the importer warranted ing considerable amounts on open account, but they usually interest from date of invoice, and the bulk of the trade was 90 days. The Germans shipped knit goods to practically ntry. The United States, however, usually took about half exports of hosiery; the bulk of the underwear exports went European countries and the United States; and the export gloves was mainly to the United Kingdom and the United

nited Kingdom is the world's largest importer of knit goods United States is second, followed by India, British South France, and Argentina.

an manufacturers of hosiery and other knit goods, relying eat home market, have until recently paid little attention 1 trade, and our increasing exports in this line have been ue to buying orders sent to New York export brokers and n houses with little or no solicitation on their part. In rs several mills have begun to deal direct, in some instances g the market with traveling men and selling to foreign or making connections with resident commission agents Excluding the abnormal war figures, the record export fiscal year 1913, with total sales of $2,613,806, the largest ng the United Kingdom, Canada, China and Hongkong, tralasia, Panama, and the Philippines.

ns upon which the English wholesale houses are accus-o business with American houses are goods delivered free London, 2½ per cent in one month or 3½ per cent cash.

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Canadian trade is usually regarded as domestic and the goods sold direct to the jobber, some, however, being sold through commission agents in Montreal and Toronto, who charge 4 to 7½ per cent on sales. Dealers buy on 3 per cent 30 days or net 60 days, open account. In shipping to most other foreign markets cash before shipments has been most usual, but an increasing business is being done on 30, 60, or 90 days' time.

American seamless hosiery enjoys great popularity wherever introduced, but there are many countries where it has scarcely been seen as yet. It may be noted that the preference for seamless hosiery is increasing in all markets, and that even in Germany before the war ordinary fine stockings with seamless feet were growing in favor. Several other lines of knit goods from the United States have an established reputation abroad. For instance, there is a steady demand for American cotton-fleece underwear in Australia and South Africa, and it is also well liked in England, where it is considered to be the best value on the market for the money.

In passing, it may be noted that in the United Kingdom "hosiery" is a broader term than in the United States, including not only hose but women's combinations, singlets, bodices, semmits, etc., men's drawers and shirts, etc., and all classes of underwear for children as well as men and women. In other words, the English use "hosiery" to cover all kinds of knit goods worn next the body.

CORSETS, LACE AND EMBROIDERY, COTTON CLOTHING.

The export of corsets from the United States has been increasing, the high record being $2,233,653 in the fiscal year 1913. The best markets have been found in England, Canada, Australasia, British West Indies, and Germany, although smaller amounts have been sent to many other countries. France is the principal competitor abroad.

The export of lace and embroidery from the United States is small, being only $232,457 in 1914, and there does not seem to be much opportunity in this line (except as regards near-by countries where quick delivery is a factor), since such goods can be manufactured much more cheaply abroad. The American industry is increasing, but it looks to the home demand for a market. That it has a large field to conquer is shown by the fact that our imports of lace and embroidery are between 30 and 40 million dollars a year, making up half of our total imports of cotton manufactures of all kinds.

St. Gall in Switzerland is the embroidery center of the world, while Plauen in Germany is the main center for the manufacture of the embroidery that is known as "etched lace," this latter being embroidered on cloth that is afterwards removed by flame or chemical so as to leave a fabric resembling real lace. Calais in France and Nottingham in England are the leading centers for the production of fancy lace on the Lever lace machine.

American ready-made cotton clothing is being exported in increasing amounts. This trade is mainly with near-by countries, though a good demand for overalls has been created in South Africa and Australia, and women's skirts, blouses, house dresses, etc., are sold in various countries, including the United Kingdom.

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COTTON YARN.

The international trade of the world in cotton yarn amounts, in normal times, to over $140,000,000 a year. The three principal exporting nations are the United Kingdom, India, and Japan, comparatively small amounts being shipped from Germany and other countries of Europe. The three big importers are China, the Netherlands, and Germany, comparatively small amounts being taken by various countries of Europe and by India, Argentina, the United States, Egypt, Turkey, Chile, Mexico, etc. The United Kingdom ships nearly half of the total, as measured by value, but its trade is mainly in medium and special counts. China alone imports many more pounds of yarn than are exported by the United Kingdom to all countries.

In the international cotton-yarn trade there are two outstanding features. The first is the inter-European trade, every manufacturing country of Europe both importing from and exporting to other countries of Europe. This is due in some instances to the proximity of spinning mills in one country to weaving mills in another country, but more largely to great specialization attained by the mills of one country in certain fine or special yarns that are required by the other countries. The bulk of this trade is in medium and fine counts, though some sections, such as the Balkans, for instance, require coarse counts. The second is the vast demand in China for coarse counts required by the great hand-loom industry and the strenuous competition of India and Japan to supply this demand. The demand is mainly for counts under 20s, India usually furnishing 8s, 10s, 12s, some 14s and 20s, while Japan ships mainly 16s and 20s; Japan also supplies a smaller amount of 32s and 42s in two and three ply. In the miscellaneous yarn trade, outside of the inter-European trade in fine yarns and the coarse hand-loom yarn trade of China, the leading feature is the trade that the United Kingdom has with India in supplying yarns of fine counts or special character that are not made by Indian mills.

The United States is a negligible factor in the yarn trade of the world. In the fiscal year 1915 the United States exported $1,866,476 worth of cotton yarn, but excluding these abnormal war figures the high record is the $718,423 worth exported in 1913, of which Canada took $295,427, Hongkong $168,678, and Argentina $88,813, small amounts going to Newfoundland, Colombia, Chile, Brazil, and the Philippines.

The American yarns sold in Canada are largely of medium-grade mule-spun yarns on cops, and they are sold because of the quicker delivery obtainable from mills just over the border. The Hongkong shipments are mainly of hosiery yarns such as 26s and 28s. The American yarns shipped to Argentina are mainly 10s and 20s, to be used in weaving duck and bag cloth, though there are included some hosiery yarn and a trifle of fine or special yarns.

American yarn shipments are largely on cash before shipment, and, in fact, the international trade of other countries is much more a cash business than is the case with cloth shipments, though there are numerous methods and variations, and in some cases the Germans, Italians, etc., extend fairly long time.

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In the international trade in coarse skein yarn, shipments (whether from England, India, Japan, or other sources) are usually in 400-pound bales; but the bale is usually composed of forty 10-pound paper-covered bundles—in some instances of eighty 5-pound bundles. Fine yarns are usually shipped in wooden cases, a large portion being mule-spun cops, though some are put up in cones, tubes, etc. For some South American and other trades, where the goods are to be transported to the interior by animals, etc., the yarns have to be specially packed, water-proof linings being used, and the bales being made of smaller size, to weigh 100 to 150 pounds each. A factor that has an important bearing on export trade is the "conditioning" of yarn that obtains in England, Japan, Italy, and most countries other than the United States, as the percentage of moisture thus added considerably decreases the selling cost per pound. In England it is considered evidence of mismanagement if the yarn and waste sales of a spinning mill weigh less than the amount of raw cotton consumed.

FUTURE OF AMERICAN FOREIGN TRADE IN COTTON GOODS.

The size of the American industry, the advanced use of labor-saving machinery, the superiority of our goods in many lines, together with American ingenuity and salesmanship, entitle us to a much larger share of the world's trade in cotton manufactures than we are now obtaining. Signs are not lacking that we are awakening to the opportunity and the necessity of a greater export trade in cotton goods, and many manufacturers and exporters are catering to foreign requirements to a greater extent every year and are studying how better to utilize our advantages and how to overcome the handicap imposed by our different system of production and organization.

One of our special needs is more American branch houses abroad, and now that American banks are establishing foreign branches it is possible that the exporters will follow suit and largely increase the very small number now existing. There seems to be no question as to the need of sending out more traveling men and of being more liberal in the matter of samples, and, in spite of the sharper price fluctuations in this market, exporters would obviously do well to consider the advisability of making firm quotations for a period rather than quoting prices good only for orders by cable or return mail. Making quotations for a fixed period may not be advisable under the present uncertain conditions, but in the future when trade again becomes normal, the firm that does this will have a considerable advantage; by averaging up and making quotations to hold good for three months or more at a time, it will probably find that in the course of the year it has lost nothing in price and secured a great many more orders.

It hardly seems necessary to call the attention of exporters to the importance of keeping contracts and filling orders exactly to specifications, but we are receiving from abroad many complaints as to the way in which orders are filled, and, if not corrected, the prejudice against American goods may become strong enough to affect seriously the stability of our trade in markets where otherwise the

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future would be promising. It is much better to refuse orders than to fill them in an unsatisfactory manner.

There is no market in which we can not sell some cottons, not excluding England and others of our competitors. This country is certainly destined to rank among the leaders in the industry and it behooves our manufacturers and exporters to study carefully the methods used by them and by their competitors, to cut out anything not essential, to make any changes found advisable, to take up slack and pull together so that we may maintain our present position—second only to the United Kingdom in the cotton-goods trade of the world.

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CHAPTER XII.

TERMS OF PAYMENT.

INTRODUCTION.

The crux of a sales problem often lies in the terms of payment. Among the factors which must be considered are the financial status of both buyer and seller and the financial conditions in their respective countries, competitive terms, the line of goods, reliable credit information, monetary standards, the rate of exchange, banking facilities, and the risk element in the financial documents. These excerpts give the exporters' points of views on these problems.

The excerpts discuss the conditions in foreign markets where economic conditions make credit a necessity, especially in agricultural countries which have not been fully developed. In these countries the liquid capital is not in proportion to the opportunities for its profitable employment; consequently, short-time funds are not available for the merchant.

The necessity for granting credit in a foreign market may be due to general conditions, but the granting of the credit is an individual transaction and the exporter must protect himself by securing information on each credit risk. This feature is discussed in one of the excerpts. Several others show the customary terms of payment in selected markets. That the American manufacturer meets these terms is evidenced in an investigation of the terms of payment required by over 200 American manufacturers in trading with Latin America in 1917. It was found that only 19 per cent required confirmed credit in this country, 22 per cent sold on account current, and 26 per cent sold cash against documents. Thirty-three per cent financed their exports through middlemen. These methods of financing exports are illustrated in the selections quoted, and the business man's part in foreign exchange is discussed.

The importance of a stable monetary system is illustrated by the discussion of the conditions in China. The demand of exporters for an extension of banking functions to include an assumption of the credit risk is discussed in one of the excerpts.

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THE PART OF CREDIT IN FOREIGN TRADE.

THE NECESSITY OF THE BUYER.[1]

In attempting to deal with this subject it is essential that we first determine as to just what is meant by credit, and while authorities the world over may differ materially in their ideas as to the most prominent features necessary to determine as to a man's worthiness for credit, they are all agreed that credit is the concrete evidence of trust placed in one man by another—in other words, a seller depending upon the probity, solvency, and ability of a purchaser to ultimately pay for his purchases—and it is this faith or dependency that formulates the basis upon which any transaction is made that is not fully covered by cash or bankable securities at the time of transfer.

All of the nations of the earth have undergone, or will have to undergo in time, quite similar periods of development in the early stages of their national commercial upbuilding, and the same fundamentals which have made for the highly developed international trade of our major nations of to-day are applicable to the nations which are at the present time in the embryonic states of their commercial development.

In the early days of a nation's commerce, a system of barter nearly always predominates, and, in many cases, exporters are compelled to maintain branches in such countries, sell their merchandise through these branches, deliver it through them, and at time of delivery collect either cash or native products to cover. The progression of economic development, however, is always in evidence, and certain necessary changes eventually become effective and the time sooner or later arrives when the native producer no longer desires to barter his products against imported commodities, but instead seeks credit that he may, by so doing, have the opportunity to dispose of his products at the most favorable market price. This condition will always be evident so long as there prevails in the human mind the desire to buy and so long as there is that inflexible dependence of purchasing power upon the price of native products in the various marts of the world.

I feel that we are all agreed that credit has been one of the fundamental necessities in the development of our present, almost perfect commercial structure, and if it has been necessary in order to mature the commercial life of any nation, it is equally necessary to produce like results in all nations. Some of the countries that represent to-day the most lucrative field for American products have an insufficient home capital for the needs of their local commercial interests and the simultaneous development of their own natural resources. Merchants in such countries are compelled to play a most important part. They are of necessity forced to place goods with the consumer on credit, due to the fact that returns yielded on invested capital from agricultural enterprises (which, of course, go to make up the principal industries of these less developed countries), while liberal, do not occur at sufficiently rapidly recurring intervals to

[1] W. E. Tarlton, export manager, Brown Shoe Co., in Proceedings of Fifth National Foreign Trade Convention.

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permit cash transactions. These same merchants or importers are also called upon to advance heavily for freight, duty, landing charges, etc., and unless credit is extended, they are not in a position to buy freely. In sparsely settled countries these same merchants, in many instances, are also bankers, and as such are hampered at certain seasons of the year for ready cash. The long delay in securing imported merchandise, due to transportation difficulties, manufacturing delays, etc., necessitate the importer in these countries carrying larger stocks than would be necessary were supplies available in shorter time.

Another unfailing argument in favor of credit in some nations is the lack of stability in exchange rates. The seasonal exchange fluctuations in some of our Central and South American countries are to be seriously reckoned with and are a constant source of annoyance. I earnestly look forward, however, to the day when some master intellect among our banking friends will offer a satisfactory solution to this ever-perplexing problem.

Competition is also a much used, possibly abused excuse, especially in the mouths of leaders of industries new in the practice of exporting, and is quoted freely as a cause for the extension of credit in foreign countries.

Credit is and always has been an absolute necessity. Remove the principle of credit from our daily commerce and you leave only a trifle over $10,000,000,000 of protected currency or cash in the coffers of the world, and as daily transactions between buyer and seller represent a volume hardly measurable in terms of dollars and cents, you can quickly appreciate that business would be so materially curtailed as to completely nullify the commercial efforts of the past hundred years or more. The safe, sane credit systems and practices now prevalent make possible the magnitude of world commerce which we now enjoy.

CONSIDERATIONS IN THE FORMATION OF A CREDIT POLICY.

I have always liked to feel that there was a certain obligation on the part of the business houses to take their place in the game as a whole by extending credit to an amount commensurate with the volume they were enjoying and the returns or profits they seek.

Manufacturers anticipating a permanent export business must, of course, in the fullness of time, decide upon some definite policy regarding this subject of credit. As a rule there are three points to consider:

First, your product, and if, perchance, you are producing such goods as are noncompetitive you are fortunate indeed, for in that case you can, of course, insist upon such terms and prices as you may want. If, however, you are producing articles that are subject to competition you will find yourself face to face with the problem of doing as the Romans do.

Second, you must consider your market and the requirements thereof as to credit. The various markets of the world have established rules, some of which have been in existence for many generations, and these people will be slow to change from these rules simply as an accommodation, as they put it, to American inflexibility.

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Third, your buyer must be reckoned with and he will, of course, consider cash transaction only as a last resort. His first thought is whether he is in a position to pay in advance or whether his means are such that he must have credit. No truer remark has ever been made on this subject than was made by an exporter before this convention in New Orleans in 1916, who said: "The question of credit is one of the difficulties with which exporters have to deal, but if you want to export at all your credits must be handled in the same intelligent way and along lines not fundamentally dissimilar to those employed in dealing with our domestic trade."

American exporters have been harangued by writers of various creeds and tongues, even American writers, for their rigidity of terms, and in contradistinction thereto mention has been made of the liberality of Germany. We, of course, have to-day our own ideas as to the extent of Germany's liberality. England and other exporting countries have been extolled and their praises sung. We have been told of their philanthropy, of their enterprise, of their investments made for pioneering enterprises with no desire for return except as a benefit to their country as a whole, but all of this is quite misleading. True enough, in your experience as exporters, you will find that in many instances long terms have been granted and liberal credits extended by manufacturers in these various countries, but an analysis of the situation will invariably show that these long terms and liberal credits have been extended only after careful investigation and after applying the same general rules that should always govern the extension of credit of any character. Even our so-called "American" cash terms are quite freely indulged in by our competitors in international trade, and more often than otherwise are demanded by them. Conservatism pervades the mind of every intelligent credit grantor, whether he learn it from an American business primer or from an English, French, or Dutch. The short-term principle which, I admit, is desired by every American manufacturer, is fundamentally sound, ideal, and, in fact, enviable, and the time is ripe for a forceful attitude toward short terms, especially in lines of quick turnover possibilities and commodities.

AMERICA'S FUTURE CREDIT POLICY.

Up to the present time it has not been expedient nor necessary that we should place our goods in foreign fields on long terms or under a system of loose credit. In fact, it has not been necessary that we sell our goods to foreign countries at all except where it could be done on an extremely profitable basis, and long terms and long profit are not compatible unless they are accompanied by a mediator—long prices. Implicit faith in American business capacity and ingenuity prompts me to feel that we can and will overcome any and all competition, however, when once we have found it necessary to do so. The manufacturing capacity of the United States has heretofore just about equaled our demand, but, of course, we are beginning to realize that there will be surplus production so soon as the high peak load toward which we have been so fast climbing is reached. It is only caution, therefore, that prompts those who have analyzed this situation to begin now to prepare for the struggle for commercial supremacy

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which will surely follow that for military supremacy now being waged. That we, as exporters, are willing to grant credit is an irrefutable fact. One hundred and forty-one representative firms were asked the question, "Are you granting credit to concerns located in countries other than our own?" One hundred and ten replied affirmatively, 31 only were insisting upon cash in every instance. Our American firms are as able to extend credit, or better able, in fact, than any competitor we have. We have the financial strength, and when the propitious moment arrives and a reasonably substantial basis for credit can be shown, we are perfectly ready to extend the necessary credit. Importers of our goods, however, must know or be taught, if they do not know, that merchandise on credit costs more; that short terms are economical, sound, and safe; that long terms and the pernicious abuses of credit which have been prevalent in some countries should be wiped out at this the most opportune time of all history.

Up to this time I have not attempted to differentiate between the term "open credit" and "time acceptances." Both are credit, one extremely hazardous, the other considerably less so. There are, of course, sound, honorable business men in every civilized country in the world, and I, for one, deeply appreciate the truth of this; but these qualities are most loudly extolled by those whose close, first-hand knowledge and experience are not represented by many years of actual, open-credit relationship with merchants in foreign countries, and I mean it as no reflection upon these merchants when I warn against open credit. It is a policy only to be dealt with with eyes wide open and after a thoroughly comprehensive and efficient investigation and a compilation of complete, satisfactory data.

Open credit is based solely upon confidence. Confidence is the result of one's own or someone else's experience and should only be dealt in when one is familiar with the details of some such experience.

There will come times, in the experience of every exporter who does any volume to speak of, when he must extend open credit or lose profitable business, and in many cases, under any and all sorts of circumstances, and in most any country, some open credit can be extended with no more attending dangers than is average with any well-organized house, even though dealing exclusively with domestic trade.

Summarizing, I have attempted to show what credit is—to show also that it is vitally essential to the development of big business, either domestic or export; to show that manufacturers must decide upon their credit policy; that as a Nation we are willing to extend credit and are financially able to do so; that we should not extend long terms, but that we should apply to the extension of credit to merchants in foreign lands the same intelligent rules that have built up the fabric of commercial credit in our own country.

We need badly further help from our enormously large financial institutions. They, at least some of them, have had the vision and are bending every effort toward promoting the interests of American exporters. We need also serious study on the part of our legislators toward expansion of foreign trade interests, but, greater than all these is the need that the mist of indifference and business apathy be removed from the eyes of our manufacturers that they may not only see the benefits that will accrue to them as individuals by a closer study of this vital issue, world commerce, but that they may consider it a

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...ct their energies into it so that as a Nation we may ... factor. It is not enough that we buy and sell to one ... must likewise buy from and sell to other countries, as ...ng can we contribute to the economic growth and ex- ... United States. The time is ripe. American goods are ...wn in every quarter of the globe. With the cessation of Europe and the assurance of open seas and worldwide ...ith an American merchant marine commensurate with ...of our country, opportunities will be far in excess of any ...iously had.

CREDIT NEEDS IN LATIN AMERICA.[1]

... difficulty in the Latin American credit situation is the ...dity characterizing all transactions in that part of the ...is only in highly integrated, industrialized, and specialized ...nat credit machinery has been so developed as to take care ...all commercial transactions in comparatively short time. ...ountries and in countries whose economic importance rests ...ntrol, more or less complete, of one or a few products, the lack of variety in the character of transactions would seem ...o a standardization, which, because of its very stability, develop a certain capacity for being readily mobilized. ...s is not the case is probably due to the fact that such coun- ...mpt to superimpose upon their somewhat simple business the conditions existing among more highly organized na- ...This is a natural and inevitable tendency due to the inter- ...lization of social tastes and methods. Latin America pos- ...s the fullest degree European culture and refinement of atmos- ...and all the luxurious accompaniments of these characteristics ...e eye of the visitor. But a continent whose commerce is based ...xportation of meat, grain, fruit, coffee, wool, hides, fine woods ...ewoods, rubber, and mineral wealth can not secure in return ...se products the railway and power equipment, the fuel, and ...chinery needed for the further production of such materials, ... infinite requirements of an elaborate social system as well, ... abnormal, complex, and costly use of credit.

...effect of the extensive use of deferred payments is to per- ...and make more widespread a usage already not uncommon ...ral and South America. It must be recalled that interest ... Latin America are very high. The usual rate is in the neigh- ... of 12 per cent. If a local merchant can use his money for ...rposes at 12 per cent for four or eight or twelve months while ...ying only 6 per cent to the exporter for the extended credits, ...etty likely to seek trade with the house that will adjust itself ...system. And our American exporter should not expect to ... this type of merchant—and an important type it is—with ...0 days' credit. It must be admitted that the more experi- ...mmission houses, and many firms in this country, have found ...g-term credits for Latin America were not only safe but ...necessary in order to make real headway. Such corporations ...rally willing to grant as much as six months, and more when

[1] ...stantine E. McGuire, assistant secretary general, International Highway Com- ... Proceedings of Fourth National Foreign Trade Convention.

warranted. To be sure, each case has carefully to be studied with a view to giving only enough credit to cover the time that it takes the goods to reach the merchant and through him to reach his customers.

TOO LONG CREDITS!'

In considering the advisability of extending his business, I think it is quite safe to say that any manufacturer will consider first the risk involved in the extension, and second, how much strain that extension, if he enters upon it, will put upon his finances. If he can definitely determine that the risk is a justifiable one, then he still has that second question to consider. That is, if he extends his business in that direction to the extent that is profitable, or represented to him as profitable, will he be overburdening, or will he be straining his credit, or straining his actual cash in hand, to a point which will disadvantageously affect the business he already has. If he can not answer that question in the negative, and if he can not say to himself, "I am not undertaking more than I should undertake," then he will naturally let the new business alone. This in the domestic trade leads the manufacturer first, naturally, to inquire into the credit of his prospective customer, and if that is satisfactory, he then inquires into the length of credit the customer requires, because the length of credit a customer requires is what determines how long a manufacturer is going to have to carry him.

I was rather astonished at your president's statement that he found that from a year to 18 months of credit was demanded in certain quarters. My own experience, rather personal close experience, with the export trade, has been specially gained by six years' sojourn in the Far East, principally in China and the Philippine Islands. And anyone out there who asks for more than six months at the outside would be considered a man best to let alone.

Turning to the trade of the Philippine Islands and China, therefore, as being an illustration of what I have in mind, the importer in the Philippine Islands has to purchase from you, say, c. i. f. New York. His goods are at least 60 days in transit, via the Suez—that is, it is not safe to count less than that. Then, he has to send a very considerable portion of them to ports in the Provinces, which will require at least 10 days more. Then a delay until the next steamer and 10 days additional in getting returns to Manila. So that it is fully 90 days after your goods leave here before he has the slightest chance of any return himself. It does not seem unreasonable, therefore, that he should ask that those goods should be paid for by him by means of a 90-day sight draft on him; in other words, a draft which allows him 90 days after it is presented to him in Manila before he is required to pay. At the same time, if you allow him to pay by a 90-days' draft, you have 30 days in transit by mail, 90 days' currency of the draft, and 30 days for the return, which is five months. Now, five months, if your business is of any magnitude and if you are carrying it yourself, will be a considerable strain to you. Therefore, it has always seemed to me that one reason why American manufacturers, when they reach that point in the consideration of the question of whether or not they would undertake ex-

'Proceedings of Second Convention of American Manufacturers' Export Association, 1904.

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port trade, have decided right there, many of them, that they would not do it, because of this apparent additional strain on their financial requirements. This financial strain, however, does not actually exist, in fact. The first step of this business connection is to determine that the house at the other end of the line is a satisfactory house for you to deal with, and that can be done through bank channels, and you will find, upon investigation that there are a number of houses in the Far East—in all parts of the world, as far as that goes—in the Far East, the Philippines, and China, whose standing is quite as good as houses of the same character in this country, and houses to which, if they were in this country, you would be quite willing to grant 30 to 60 days' credit. That being definitely established, it is the province of the international banker to fill the gap between the exporter and the house at the other end, and to fill it so that the exporter shall have comparatively little risk—if anything, less risk than in dealing with the domestic trade. The means by which that is done are these: The documents covering the shipment are attached to the draft which goes forward at the same time the shipment does, although probably by a different steamer, with instructions to the bank that those documents shall be delivered to the importer only upon payment of the draft. Such a draft and documents an international bank will buy at once, so that, by that means, the importer gets his delay for the length of time necessary to him in paying the draft, but the manufacturer receives cash as soon as the shipment is loaded on the steamer.

INTERNATIONAL BANKING FACILITIES.

The question has been raised whether we ever deliver the documents on acceptance. We do if the house which sells us the draft asks us to do it and assumes the risk; but that does not afford the same protection to the shipping house that the retention of the documents by the bank does. At the other end of the line the bank is much better informed as to the standing of the customer and as to the local conditions than the manufacturer himself. Therefore the bank very frequently takes the risk of delivering the documents before payment, but in so doing it assumes the responsibilities on its own behalf and releases the exporter, offsetting the risk by taking security from the importer.

Various modifications of this general method are practiced, having the effect, in the main, of determining the liability of the several parties, the main result, viz, the harmonization of the delayed payment by the importer with cash upon shipment to the exporter, being common to all. So handled and financed, the export trade presents manifest advantages to the manufacturer in times of financial strain in this country.

HOW TO SECURE CREDIT INFORMATION.[1]

The CHAIRMAN. This is a very important subject, and that was a very good paper, Mr. Bartlett, indeed. Mr. Bartlett, let us get down to a practical demonstration—what we call a little clinical work. A

[1] From Proceedings of Fifth National Foreign Trade Convention, pp. 410–422.

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foreign-credit manager has an initial order from a merchant in Buenos Aires. Will you tell us, please, what information the credit manager should obtain before he decides finally upon the acceptance or rejection of that risk? What should his procedure be? Now, think it all out and tell us from step to step just what he ought to know and what he ought to ascertain, except applying direct to the buyer, because that is a subject which comes next.

Mr. DUDLEY BARTLETT (of the Philadelphia Commercial Museum). As a matter of fact, there is no particular difference from that which he would get regarding a domestic firm, providing he can get it. He wants to know, as I have stated here in the paper, something about the reputation, the antecedents of that house, its reputation for meeting its engagements, its financial strength. There are other things which he might investigate, which would include the selling ability, which has to do with their eventual success in handling the goods that were sold to them, and connections with local firms—all of which are in line with what we would find out about a domestic house.

INFORMATION FROM CREDIT BUREAUS AND BANKS.

The CHAIRMAN. Where is he going to get it? Tell us how he gets it now.

Mr. BARTLETT. There are a number of information bureaus which supply information of that sort.

The CHAIRMAN. What information do they give?

Mr. BARTLETT. There is one very important organization which maintains a branch in Buenos Aires which is well able to handle inquiries of that nature. There are organizations of a more or less public character, associations which maintain information bureaus which are efficient. There are banks and branches of banks in Buenos Aires and banks in the United States which can and do give such information. He has all of those to apply to before he makes any definite effort to go after the information himself by trying to find out who the man is and what the experience of his competitors has been in their extension of credit to that firm.

The CHAIRMAN. I want you to demonstrate—now, you needn't mention any agency by name, but you have the order there, and now tell us what you would do with it, what information you would seek. Just specify. Go right through the details of it.

Mr. BARTLETT. Let's go back a little way. Before I started to do anything of that sort, I would subscribe to every reputable organization or association or credit bureau that gives information regarding foreign firms.

The CHAIRMAN. Are there so many?

Mr. BARTLETT. There are a number. I have subscribed to every one of them.

The CHAIRMAN. You would advise the credit man to be a subscriber to every one?

Mr. BARTLETT. Every one. It costs very little.

The CHAIRMAN. The credit man has subscribed. Now, tell us what you will do.

Mr. BARTLETT. I would apply for a report on the firm from every one of them.

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The CHAIRMAN. What information are those reports liable to give you?

Mr. BARTLETT. From all of the reports you would get, you would probably be able to find out the members of the firm, when the firm was established, its line of business, its capital, its reputation for meeting its engagements and particularly for meeting drafts, the general importance of the firm in the trade of its locality. That practically covers the point.

The CHAIRMAN. You spoke about the banks. Where would you apply for bank information?

Mr. BARTLETT. I would apply to the bank with which I had the arrangement, with which I was depositing, who would be very glad to get the information for me if they did not have it. That means that I would naturally be dealing with the banks who are engaged in the export business, which will take in half a dozen of the leading banks of the United States located in New York, Boston, and Philadelphia.

The CHAIRMAN. What trade experiences would you endeavor to ascertain?

EXCHANGE OF REFERENCES.

Mr. BARTLETT. That can be gotten frequently from the reports which are furnished by the association. Generally, however, not the names of the firms with whom they trade, but the experiences of the firms that have been dealing with them. Information of that sort may be gotten also by writing direct to the firm. An excellent idea is to secure from the firm as much as you can in the way of a statement by being equally willing to give the foreign house all information about yourself. This matter of credit and confidence works both ways. The foreign house is quite as anxious to know whether you are going to give the goods it pays for as you are to know whether it is going to pay for the goods. Confidence begets confidence. I would advise very strongly, in opening a new account, that you give your new firm every possible opportunity to learn all about your reputation, standing, and the character of the goods that you make.

The CHAIRMAN. If you had six references of manufacturers in this country, how many, generally speaking, would answer the inquiry?

Mr. BARTLETT. If they were manufacturers, about six of them would ordinarily.

The CHAIRMAN. Commission houses?

Mr. BARTLETT. Generally none.

The CHAIRMAN. Now, of the manufacturers who furnish the information, will they give details or just general information?

Mr. BARTLETT. They will do both.

The CHAIRMAN. Why will they differ?

Mr. BARTLETT. So many firms have adopted the policy of putting a rubber stamp on giving the length of time they have dealt with them, the highest credit they have given and how much they owe at the time the inquiry is made.

The CHAIRMAN. If the domestic credit manager of that concern is accustomed to giving ledger experiences in detail and the foreign

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credit manager of that firm uses the rubber stamp, what makes the difference? It is the same concern—why is that difference?

Mr. BARTLETT. Do they do it?

The CHAIRMAN. I was just asking you.

Mr. BARTLETT. I don't know that they do.

The CHAIRMAN. The rubber stamp in domestic credit seeking is very rare. We wouldn't have very many complimentary remarks for a house that would use a rubber stamp when asked for information on domestic inquiries. I put up an inquiry the other day to a large manufacturing house in this country. I asked them why they gave such meager information on their foreign-credit experiences. I have been waiting some four or five weeks for an answer. I am going to get it if it takes all summer. I want to know why they would give just a rubber stamp answer to a foreign-credit inquiry, when they will give accurate and detailed information on a domestic inquiry. That is the reason I asked you the question.

GENERAL STUDY OF MARKET CONDITIONS ESSENTIAL.

Now, Mr. Bartlett, will you tell us what the foreign-credit manager should know about the Buenos Aires district?

Mr. BARTLETT. He ought to know the extent of the market, the possibility of trade there in his particular line. He ought to keep posted as to the conditions of the market, financial conditions in general. He ought to be informed also regarding the territory for which Buenos Aires acts as a distributing center.

The CHAIRMAN. Where can he get that?

Mr. BARTLETT. You can get it from the organizations which are making it a point to supply such information; namely, from governmental departments, the Pan American Union, whose literature on the subject is very voluminous in regard to South America, and from some of the journals which are published and which make a special point of dealing with that phase of foreign business.

The CHAIRMAN. Then you tell us that the foreign-credit manager, in order to do this thing right, has got to be a student.

Mr. BARTLETT. I can't conceive of a domestic credit manager not being a student if he is any good.

The CHAIRMAN. Neither can I, but that is not the question.

Mr. BARTLETT. If he has to be a student for domestic credit, he has to be two students for foreign credit, because, in the first place, he is starting out with something with which he is not acquainted, something which hasn't come to him without a great deal of study. He tackles new problems in foreign markets. He doesn't realize until he gets into it that all of the things which came to him naturally in the domestic market are lacking in the foreign market, and that he must study and study continuously, not only to learn what he has never learned before, but also to keep himself posted on the changes and varying conditions.

The CHAIRMAN. Do you see, gentlemen, how Mr. Bartlett has put us up to it? Do you see all the curves to this? There is the credit man with the facilities for securing information, skill in assembling and making self-diagnosis of that information. Then, the knowledge of conditions of the country where the buyer resides. Why, it is

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perfectly wonderful, isn't it? But the largeness of a proposition is just what we people like.

Mr. BARTLETT. I should think, so far from not encouraging the man to go into it, it would encourage him more than ever to get into the foreign business because of the possibilities of broadening himself if he is going to carry on a credit department successfully.

The CHAIRMAN. Now, every one of you get at Mr. Bartlett.

THE SALESMAN AS A SOURCE OF INFORMATION.

Mr. W. W. MUMMA (Robbins & Myers Co., Springfield, Ohio). I wish to say a few words in regard to Mr. Bartlett's curves. I think that he has spoken along entirely practical lines, along lines that will give us a real basis to think about. He has given us ideas on how to obtain credit information on the foreign buyer, the sources through which to make proper and practical application, and then the information I believe is preceded by the order. We haven't arrived at the point yet as to what is to be done with the order after all the information which the foreign-credit manager has obtained. If he has obtained satisfactory information through all those sources, or is able to obtain the information through those various sources, I believe that the foreign-credit manager has missed his calling. I think he ought to be the salesman, and I think that any manufacturer who is so important and ambitious to get into the foreign field to that extent will go still further and send a capable man, one who is able to get the real information which we as exporters are all seeking.

Now, having had some years of experience, we have never been able to define what constituted real, sound, foreign credit basis, except by experience through correspondence, and preferably through men in the field. I don't know whether we are amateurs or whether we are overambitious about what is to be done in the foreign field, but those who have not had experience abroad I think should be a little careful in their venture of credit risks. It seems to me that there are many avenues in this country through practical exporters from which information can be obtained from those seeking foreign fields in a real practical way. It has been done. We have done it. Men have come to us in a quiet, personal way, who said, "We have had no experience abroad. We want to get into the field. We feel that our line is adaptable to foreign requirements, especially certain markets, and we don't know how to judge foreign credits. Give us your experience."

"Certainly we will give our experience. We will give our terms. We will give you our standard form, and we will give you some idea as to how we vary, depending upon conditions to be met abroad."

The point that I would like to have brought out this afternoon is a real basic principle of establishing foreign credits, if it is possible to obtain, and it seems to me we are not drifting along that line. We have, of course, to meet the various foreign conditions, and they can be best analyzed by a deep study, by acquainting ourselves with the practices of the selling conditions abroad and the competition principally, and those things that are usually obtained through men on the ground.

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If we are seeking foreign business and have lines that will adapt themselves to an important foreign trade, I believe that there isn't a manufacturer, as I said before, but who is willing to send a capable man abroad, properly financed, and encouraged with the necessary salary to study out that information and instill the necessary confidence into his customer and bring it home and convey that confidence to his credit manager and have the order passed, and have business roll along in the ordinary way, just as at home.

I can't see the difference between the judgment of foreign credits and domestic credits, but I can see a vast difference in how to obtain the information. Our experience in obtaining credits at home is largely by the credit manager making personal acquaintanceship with business people we are selling to. That isn't possible abroad. Therefore, I don't see how a credit manager can be the true judge of foreign credits. He must obtain it either through reliable sources well established to convey that information, or else depend upon his salesmen.

The CHAIRMAN. Do you suggest a salesman as a medium of information?

Mr. MUMMA. Yes, sir.

Mr. BARTLETT. That is so self-evident, it seems hardly necessary to confirm that idea, except that we must take into consideration the fact that there are a number of manufacturers who can not afford to send salesmen out who are getting business without sending salesmen out. There are a large number of manufacturers who are sending salesmen into northern markets and who are yet not absolutely neglecting those markets to which they do not send salesmen. There is no question in my mind that the salesman is a most valuable source of information, but I would check the average salesman, with all due respect to him.

The CHAIRMAN. I was going to ask you, Mr. Bartlett, would you grant an original credit risk on a salesman's report and no other information?

Mr. BARTLETT. I know a salesman upon whose reports I have been granting credit without a moment's hesitation. I know several salesmen who would be very likely, in their endeavor to make a good showing in their sales, not to take the necessary care, not being intentionally deceived, but would possibly not give all the facts which might lead to the turning down of their order when it got to the home office. I know a salesman—I had him in my office not long ago—who asks his house to check him back.

The CHAIRMAN. Makes the request?

Mr. BARTLETT. He says, "Don't take my word altogether. I see these people at their best. Frequently I don't get anything of the side light which you may get from finding out about what their other firms have done or how they have treated other houses with which they have been dealing"—this is new territory I am speaking of. "Consequently, I will get all the information I can, but I would like to have you check it up through responsible reports secured through banking and other sources. Then make a decision on the strength of that. I will give you the best I can, but sometimes I can't get to the bottom of things." He is a very successful salesman. There is no rule that you can apply to all cases.

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USE OF LETTERS OF CREDIT.

Mr. ARNOLD (of the First National Bank of Chicago). I had no thought of injecting any suggestion into this discussion, which is very interesting to me. There are one or two thoughts, though, that possibly may be helpful with regard to the order, for instance, that comes into a house. I presume that when that order arrives, something has preceded that order. My suggestion always is that the moment that a house gets any kind of a suggestion of an opportunity for business with a house in a foreign country, that they immediately go to their bank, give that name to the bank, and give the bank an opportunity to make an investigation with regard to the standing of that house, which it will be glad to do, and perhaps by the time the order is secured the information will be at hand that is necessary or that is desirable, so that the bank may be in a position to finance that proposition with the knowledge of the standing of the drawee as well as the drawer of the draft.

I think that that is one element that is too often neglected. The moment that a house gets a line or gets a suggestion even of the possibility of an order from some source, they ought to immediately get in touch with their bank and give the bank an opportunity of making an investigation of the standing of the prospective customer.

The other element that I feel we will have a greater opportunity of developing after this war than we would have had without the war is this: The element of the banker's letter of credit. Now, I know that prior to this war, Germany was the country that introduced the open-account long-time credit. I doubt very much that they will be in a position to keep that up when the war is over. Now, we find that even some of the best of our houses, when they import from other countries, go to their bankers in this country, and get those bankers to open a credit for them and guarantee the payment of the shipment at the other end, so that the shipper doesn't need to concern himself very much with regard to the standing of the buyer, but the local bank is in a position to know whether that buyer is good, and if the local bank is not willing to furnish that credit and guarantee the payment of that purchase, why should the seller take the risk?

A local buyer in Buenos Aires, we will say, wants to buy from a house in Chicago. The house in Chicago does not know very much about the standing of the local buyer; the bank in Buenos Aires does. They can furnish a credit of 60 or 90 days or 4 months, or whatever it may be, and on the strength of that guarantee the bank in this country would be willing. I think that is an element that especially the small manufacturer ought to take into consideration.

Personally, I should like to see that element of the banker's letter of credit much more developed than we have had it in the past, and I believe you will be able to do it if we give the proper consideration.

I think the banker's credit might interfere somewhat with the question of the study of the field. Personally, I should like to see every credit man in this country connected with a concern interested in foreign trade become a great big international man, and he can only do that by studying the conditions of the field which he is likely to develop. The idea of America going into foreign trade is

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not merely to make dollars and cents for us, but to make the American business man a bigger international factor, and he can become that only as he studies the field that he is likely to develop. That is, the big thing to me in the development of international relations and international trade is that we are going to have in this country, instead of a few hundreds, thousands of men who will be really international in their thought and in their life.

TERMS OF PAYMENT IN VARIOUS MARKETS.

HARDWARE TRADE OF CHILE.[1]

FACILITIES FOR OBTAINING CREDIT INFORMATION.

Facilities for obtaining credit information in Chile comprises (1) the various banks; (2) a few small credit agencies, of which the most important is "Labbé, 575 Bandera, Santiago, Chile"; (3) consultation with other business houses or merchants, and personal acquaintance.

The various banks keep a reasonably close record of the amount of capital that a merchant has invested, and insist, if they advance him money, that he make deposits every day and handle his expenditures by check, in order that they may keep a record of his income, stock on hand, obligations, and general expenditures.

METHODS EMPLOYED BY BANKS.

Very often a merchant opens an account with a bank which permits this open credit to run for six months at a time. The borrower pays about one-half of 1 per cent on this total sum whether he draws against it or not. Any funds that he does draw are paid for during the period they are out, at the rate of 8, 9, or 10 per cent, depending on the conditions, the risk, the character of the bank and of the merchant. If a merchant is considered very reliable he might, under favorable circumstances, obtain an open account for 40 per cent of his actual paid-up capital, although ordinarily the sum obtainable seldom exceeds a third of his capital. In addition to this credit, the bank will at times accept his drafts in payment for goods up to a maximum of 50 per cent of his credit advance. For example, if an ordinary merchant has $100,000 invested in his business, he might obtain a credit advance up to $45,000, and this he might or might not use. In addition to this, his drafts might be discounted up to, perhaps, $15,000. This means that banks may, and often do, loan a reliable merchant 50 per cent of his invested capital when he has merchandise and property to cover the indebtedness. The bank will, of course, insist that he do all his business with them, and another bank would hardly think of discounting his drafts.

A bank director in Chile can not serve two institutions, and local banks do not view with great favor the idea of exchanging credit information in an official manner. One director or bank officer, of course, often asks his personal friends in other banks for information

[1] From "Markets for Hardware in Chile and Bolivia," Miscellaneous Series No. 41, Bu[illegible] Foreign and Domestic Commerce.

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regarding individuals, and such information is occasionally imparted, though, perhaps, not to the extent desired.

It is surprising to many persons to know that in many parts of South America a canceled check will not be returned. It is bound in a book at the close of the day's business and carefully guarded by the bank as a precaution and as a record of each employee's transactions. Merely as a point of interest, and not because it has anything to do with credit information, it may be noted that banks often allow each teller a certain sum per month, apart from his salary, to cover errors in payment of checks.

Besides the data secured from checking up the merchant on his business transactions, banks also consult credit agencies at times. The officers of the banks are generally men of broad acquaintance in the community, who know the family, social, and commercial relations of nearly everybody in business. The banks are, therefore, the fundamental sources of credit information. The fact that they report in a given way, however, is what might well be termed corroboratory, rather than final, evidence, because they may not know what obligations the person may have assumed without advising them.

The facts set forth serve to show how the banks handle their business with the merchants and what information thereby becomes available to them. The banks themselves are not absolutely guaranteed, and cases have been mentioned in which a man has secured credit advances in more than one bank.

VALUE OF BANK REPORTS.

In other words, the bank's evidence may be excellent at a certain moment, but not always reliable after the report has aged a bit. And, as above indicated, the person on whom they report may withhold vital information. This is really difficult, however, because certain banks have facilities that the public knows little about for obtaining private information. As a result of these private sources of information, it becomes known at times that certain individuals intend to do things not in accordance with accepted practice. These sources of information are, of course, available to banks all over the world and are undoubtedly used in general European practices, on which the banking methods of South America have been founded.

The foregoing statement is not made for the purpose of conveying any idea other than those that have been plainly stated. It is not given with the intention of indicating that a merchant in Chile is different from a merchant in Cuba or in other places, but merely to elucidate the statement that, although the banks may do all they can, their evidence substantiates rather than demonstrates.

The writer has been informed that local banks have been swamped with requests for credit information from American credit agencies and manufacturers during the last few months. The manager of one bank notified the representative of a large American company that they destroyed such requests for information because the people making them were not clients and were unwilling to pay for the service.

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OPINIONS OF SANTIAGO BUSINESS MEN.

Three well-known business men of Santiago—one an Englishman, one an American, and one a Chilean—have made statements to the writer substantially as follows:

The best source of credit information at the present time is the banks, but the data given form only corroborative evidence and are not in any sense equal to the similar data given by banks in Europe or the United States. About all the information they are prepared to supply is that based on the record of credit extended and past performance in meeting obligations. It is not considered at all unusual for certain classes of men in Chile whose incomes are seasonal to promise to pay at the end of 90 days and then declare their unwillingness to do so on the date of maturity because exchange is unfavorable or merely because they need the money. Insistence on the meeting of the obligation may result in full payment—and the loss of the customer—or, perhaps, half payment with a good interest rate on the remainder. The customer, however, often complains openly and bitterly against the forced collection, although bills often remain unpaid for such a long period that commercial failure would be the only possible result in other countries—the Chilean point of view differing in this respect from that in the United States or Great Britain.

The attitude of debtors to which allusion has just been made is probably due to the fact that people know each other, that there has been much intermarriage and little immigration, and that the rich people (and, generally speaking, those occupying the better positions socially) do not engage in commerce. Those who do so engage are often working with insufficient capital and are unable to protect themselves against exchange fluctuations and forced collections. The latter they regard as an aspersion on their commercial morality.

The persons who complain about such collections are often known as "sure but slow pay," though, of course, in all parts of the world, there are some who do not pay. Of these last, however, it is not thought that the percentage in Chile is higher than elsewhere. As a general rule, the merchants who have a capital of $20,000 United States gold may be said to be a reliable class, while those who have less than $10,000 should handle their credit arrangements locally and not seek foreign obligations except through a locally established commission house.

A well-known bank manager, who is considered an authority on Chilean credits, has corroborated this view by stating that he feels that those who have weathered the storm of 1914 and 1915, and have a capital of $20,000 United States gold, are generally worthy of confidence.

CREDIT AGENCIES IN CHILE.

After the banks, and separated from them by a considerable interval, one finds the credit agencies. There are said to be several, of a kind, but the only one that has been successful in maintaining itself for a period of years is that of Mr. Labbé, previously mentioned. The latter has prepared a book giving the capital, names of partners, and other related data for a very large number of the principal firms in various parts of the country. He also gets out special advices from time to time, usually monthly. These give the list of firms that have failed or gone out of business for any reason, as well as those that have increased or altered their capital; they supplement such information as has been previously submitted. It is understood that the agency charges about $35 for the book and makes an addi-

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tional charge for detailed, up-to-date reports on any firm or individual.

It is not thought that a report submitted by any credit agency would be as good as the bank report, but it would be supplementary and undoubtedly of value. It is obvious that such agencies can not have recourse to such information as the banks might offer, but, on the other hand, they might well be able to secure reliable information that, in the natural course of events, would not reach the banks. Agencies giving credit information have been known to devote attention also to the collection of accounts, to the publication of failures, changes in address, increases or decreases of capital, and many other useful and important matters of general interest to one connected with the commercial life of Chile.

In the event of an American firm, or group of firms, interesting themselves in trade with the west coast of South America, it would seem desirable to take advantage of the services offered by such credit agencies as exist, always bearing in mind, however, that collection and credit agencies, in combination, may not always make for the improvement of service in either line.

ACQUIRING INFORMATION THROUGH PERSONAL ACQUAINTANCE.

The third and last source of credit information—and the one in which, perhaps, the most confidence is placed locally—is personal acquaintance. It is, of course, idle to speak of such a means for a manufacturer in Chicago to learn whether he can sell to an importer in Antofagasta, but it is worth while remembering that this particular source of information forms perhaps the strongest asset of the big commission, or export and import, firms that handle the sales of the United States to the west coast of South America.

This is the kind of information that the manufacturer will get only after he has his own man on the ground; and even then if his representative is alone—that is, not associated with any local house or with representatives of other American firms—he will get but little of the personal information. It is obtainable, but securing it is a business comparable to that of the credit man at home. Working alone the representative may, in time, get much information, but in union or association with other American representatives he can get more.

It is hoped that some combination may render it possible to eliminate, or at least to facilitate the solution of the vexing credit problem, not alone for Chile but for foreign markets generally.

FOREIGN BUSINESS OF NITRATE HOUSES.

The great local business in Chile is the production of nitrate of soda. This is handled by several large houses established primarily for that purpose, or is bought and sold by brokers, payment generally being insisted upon in drafts against London in exchange for the documents showing ownership of the material. Credit sales are made to the nitrate companies, and they often pay in London bills or in local currency at the exchange of the day on which payment falls due. In the event that they desire to protect themselves against the variation in exchange, they may buy for future delivery, but this practice is limited to a few firms. There are a number of houses whose paper

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is considered F. C. L., or first-class London drafts, and when one buys exchange for future delivery he is likely to receive the drafts of any one of these houses. The determination as to who can issue paper that will be so considered, rests with the governors and members of the Valparaiso Stock Exchange.

A number of the big houses handling nitrates have boats running regularly to European ports, and it is of course their desire to secure as much return freight as possible. At the beginning such a firm is apt simply to seek the good will of shippers in the hope that they may route the goods over its lines, but it is usually found that the local importers have routed the articles over a line in which they may be interested. The only way for the firm to get freight is to import and resell. The result is the establishment of an independent department and a general entrance into merchandising. Houses of this character, having their own steamships and their agencies scattered throughout the country, are obviously strong from a financial standpoint, and can secure practically any credit terms that the market demands. As a general rule, however, they do not need credit at all, being equipped with ample capital for handling nitrates, which are so great in volume and value that the merchandise purchases are, in comparison, unimportant. Since they have the capital, and have bought merchandise to fill their boats, they can afford to give credit to the local purchasers if they feel so inclined. One or two of them, in particular, make a practice of crediting farmers, since the latter generally have seasonal incomes and require credits against their crops. Since these firms sell to the farmers, they try to carry in their merchandise department everything that the farmer wants, especially tools and implements.

From this they branch out to supplying merchants for cash, or with limited credit, and the result is the large importing and exporting houses that form the nucleus around which most business in Chile is apt to form in a more or less connected manner. These houses act as bankers, shippers, importers, exporters, and exercise practically every other function in connection with commerce. Their heads are well-trained men who know the financial standing of nearly everyone doing business in Chile. The houses often act for foreign manufacutrers for the purpose of financing the sales, provided they can get the handling of the shipments in addition to a profit in the actual operation. Many manufacturers are glad to take advantage of this opportunity to avoid the financial risk, which, by the way, is greatly exaggerated in the misinformation so often disseminated in the United States. They also act as agents, at times, for big specialties such as locomotives, thrashers, automobiles, and mining machinery. They seldom act as agents for such minor articles as oilcloth, rubber bands, fancy saddles, etc., but are glad to have catalogues with prices, so that they can buy where it best suits them or (what is much more important) sell what the small merchant wants them to get for him.

ORDINARY TERMS OF PAYMENT.

Next in order of importance comes the retail dealer. Without taking into consideration the extraordinary circumstances resulting from the European war, which obliged nearly everybody to modify c[illegible]he system of sales by restricting or absolutely withhold-

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ing the credits that they had been in the habit of giving, it may be said that sales to hardware dealers by the big wholesale houses above described are generally on the basis of "payment due 90 days after the date of invoice, without any guarantee beyond the honor of the buyer." If payment is met on the day of expiration, it is common to allow a discount of about 6 per cent. If the retailer prefers to pay cash at the time of the order he is generally allowed a discount of 8 per cent, while if he does not pay the amount when it falls due he is usually expected to pay 1 per cent per month on the unpaid portion until the account is liquidated. It may be said, in general, that about as many sales to Chilean hardware retailers are consummated on a credit basis as on a cash basis, or the reverse.

The above refers to sales made by the importers. As regards the method of handling direct purchases from Europe and the United States, it may be said that Germany offers the greatest credit facilities. It is not unusual for manufacturers of that country to draw on the buyer at 180 days after the date of invoice, and at times the conditions provide for payment 120 days after the date of invoice by means of a draft that is not due for another 90 days. As an example, let us suppose that an order has been placed with certain German makers by one of their Chilean clients, and the date of the invoice is January 1. They might ask, in some cases, for cash on July 1, but under the second arrangement mentioned above the bill would fall due on May 1, payable by a 90-day draft; the manufacturer would thus get his money on the 1st of August, provided he had not already discounted the draft. In the event that the goods left the German factory on January 1, they might arrive in Valparaiso within six weeks and be in the store in that, or some other, city at the end of the second month—that is, on March 1. Under the first condition outlined the retailer would have to meet the debt with cash in Germany on July 1, and this would have to be mailed not later than June 1. He would then have the goods in stock three months, during which time he would probably sell practically all of them. This means that the German manufacturer is financing the local merchant. Actually the German manufacturer secures credits at his bank for these bills receivable, but the details of German banking are, of course, not pertinent to the subject of this report.

PROBLEM ARISING FROM IRRESPONSIBLE MERCHANTS.

It is surprising to find how much criticism there is among the merchants in Chile with reference to this particular practice on the part of German houses. The criticism is brought about by what one might have termed an opinion had he been writing two years ago. It has ceased to be such now, however, and has become an unquestioned fact. The fault found was that practically anybody able to secure the assistance of a friend who would give satisfactory references was able to open a store and compete with the better class of merchants who were in the center of the town, paid higher rents, had more expensive employees, and were generally subjected to higher costs of doing business. Within a short time after the outbreak of the European hostilities a number of these little stores on the outskirts went out of business because of their inability to meet the altered conditions. This has tended to improve the situation of

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the better houses, and it is hoped by all interested that the practice will be abandoned of permitting the retailers to do business entirely on somebody else's money.

TERMS GRANTED BY FRENCH, ENGLISH, AND AMERICANS.

The French and English generally draw a draft payable in 90 days after the date of invoice, but this draft is usually payable with a 90-day draft, making the actual terms granted by the factory 180 days. These documents are, of course, discounted in most cases, and the retailer really puts up the money locally within about 30 or 40 days after he has the merchandise in stock.

The American manufacturers who do not sell direct, but do business through commission houses, generally require payment 90 days after the date of invoice, but ask for a sight draft, since their facilities for discounting Chilean paper are small. This is one of the difficulties that the establishment of an American bank may assist in overcoming. It may be that the manufacturer does not really give this credit when dealing through a commission house, but that it is given by the commission house itself or the manufacturer gives it only with the additional guaranty of the commission dealer.

Owing especially to the serious difficulties brought about by the situation in Europe, the Americans have lately given numerous extensions to outstanding bills. They are, however, granting new credits to only a few dealers in hardware, often asking for cash in New York in exchange for the delivery of documents. This has a tendency to reduce greatly the amount of purchases made, since the local merchant is inclined to think in paper money, although he buys and sells in gold. It also limits the amount of goods purchased to the amount of surplus capital that he may happen to have. It is a sound practice from the point of view of American manufacturers, but it certainly does not increase their sales. To merchants who are really reliable it is good business to grant credit on a rising exchange, though one may withhold it on a falling rate as regards the gold-purchasing value of paper money.

The above remarks refer in general to the business between the manufacturer and the retailer. The latter, in turn, sells for cash to the occasional purchaser at the exchange rate of the day (basing his calculations on gold) or gives credit to the builder or contractor of works, to whom the majority of his sales are made. These builders or contractors are generally paid in weekly installments, and they then pay the hardware retailer for the material supplied. The retailer seldom, if ever, gives any discount to the builder or contractor. In proof of the purchase it is customary to require the buyer to sign a receipt for the articles delivered, and these receipts are returned or destroyed when the account is settled.

CREDITS IN ANDALUSIA, SPAIN.[1]

Many American firms offer goods to Spanish buyers on the basis of cash against documents or delivery of the goods on board cars at city of manufacture. This is probably the poorest way possible for goods to be offered. It makes it necessary for the Spanish importer

[1] Consul Wilbur T. Gracey, Seville, in "Export Trade Suggestions," Miscellaneous Series No. [illegible] Foreign and Domestic Commerce.

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mate the cost of transportation to shipping port over routes
hich he is not familiar, by carrying methods about which he
nothing, and with charges in a currency with which he has
dealt. The entire method of quotation is so foreign to the
rd that he will give up the matter in disgust, no matter how
ole the price or quality may be.

her method in use in America is cash against bill of lading at
c seaport, an improvement on the former but still making it
ry for the Spanish importer to advance his funds and await
ival of the goods. A third method is part payment accom-
g order and balance against delivery of shipping documents at
arrival. This allows the importer some freedom, but still
payment before the receipt of the goods.

few cases, such as the purchase of cotton, the American ex-
lraws on the importer at three months' sight, and recent let-
eived from firms in America, selling certain classes of goods
hing to secure a footing here, show that there is a more gen-
dency to extend better credits to reliable purchasers.

REASONS FOR CREDIT ATTITUDE.

seems to be an impression prevalent in America that the
Spain are abnormal, but I doubt if this is a fact. The non-
of American chambers of commerce in Spain, the small
of American importing agents who handle American goods
ly, the difficulties of collecting bad debts, the lack of avail-
it information, the settled policy of American merchants of
nly for cash, and generally the feeling that the amount of
ich can be secured is insufficient to warrant the risks neces-
n to be the reasons for the nonextension of credit here by
n firms.

have undoubtedly occurred in the past, some of which have
ught to my attention, but these have probably been due to
e credit information received. The system of long credits
been seriously considered by Americans doing business here,
om the fact that it has never been necessary to pursue such
While it may be difficult for American firms to realize
ity of conforming to the settled commercial practices of this
it will be next to impossible for Spanish business men to
e necessity of conforming to the American system, and so
hey can secure sufficient credit from other countries they
onize these markets even at higher cost and with inferior

VALUE OF SALESMEN'S REPORTS.

he reports of resident agents, supplemented by commercial-
d bank reports, are probably the best evidence on which
h credit, another form of report which may prove of value
ade by the traveling salesman of the manufacturer, who,
isits the merchant here, can at the same time investigate his
nd business standing and give about all the information
e required to check the reports from other sources. De-
pon salesmen's reports alone, however, might not prove
tisfactory.

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Foreign firms use this system and depend largely upon the information given them by their travelers, who endeavor to become personally acquainted with all the firm's customers. Repeated inquiries give salesmen the needed information on which to base their reports, and the knowledge that their firm expects them to secure accurate information and that losses if they occur will reflect against their ability spurs them to use every effort to secure accurate information.

It is said that foreign salesmen who visit these markets from time to time keep careful reports of the firm's customers, which are annotated after every visit, giving information as to their profits or losses during the period covered by their reports, such investments as come to their notice, balances in local banks, property interests, changes in marital relations which might affect their business, wife's financial interests, family relations as they affect business, etc. These more or less continual reports are, of course, invaluable in establishing credits, and show why American firms which depend upon outside sources of information are unable to offer as extensive credit as these foreign competitors.

Some foreign salesmen bring letters of introduction from banks in their countries to bankers here, and produce lists of merchants with the request that the bankers fix the amount of credit that might be allowed.

LONG CREDITS NECESSARY FROM AMERICA.

Owing to the fact that the time of transit from America to Spain is longer, credits by American firms, even if equal to those of European firms, would never be as advantageous. A case in point has recently come to my attention, where a local importer was granted 30 days from date of shipment. Shipment was made by a slow line of steamers, which stopped at various ports, and the goods—which could have been obtained anywhere in Europe in 10 to 15 days—were 60 days in reaching Seville, and the draft was presented for payment 30 days before the arrival of the merchandise.

The terms allowed by foreign firms which supply the large bulk of the local trade on staple lines is 30, 60, or 90 days, occasionally extending to 6 or 12 months on certain classes of goods, such as agricultural and other machinery. As a general rule there is also an allowance of discount of 2 to 5 per cent on payments made under the terms of sale. Where credit is extended beyond the term specified interest at the rate of 5 per cent is expected, provided such arrangement has previously been agreed upon.

As a general rule foreign exporters draw drafts either with documents attached (which are delivered on the acceptance of the draft) or drafts without documents, though the former is the more usual. Acceptances are not recorded before the surrender of the bill of lading corresponding to the shipment. Occasionally acceptance of a time draft is required before the surrender of the bill of lading, but this is construed by the buyer as a lack of confidence and is likely to prejudice him against the drawer and affect future relations.

The extension of payment to a term which allows the merchant to receive the merchandise, place it in stock, and show it to the public is not considered here as credit, but as cash payment on delivery of goods.

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LOANS TO IMPORTERS—GENERAL AGENCIES.

When importers do not receive credit, and therefore must resort to loans from the banks to cover purchases, they are usually compelled to pay at the rate of 5 to 7½ per cent, depending upon the standing of the merchant and his presumed ability to pay. Loans are, however, looked upon with some doubt and are seldom resorted to, for firms that have sufficient credit to secure loans from the banks can as easily, if not more easily, secure satisfactory terms from the persons from whom they purchase. The Bank of Spain, which has various provincial branches, will only discount commercial bills or make loans to clients who are vouched for by a well-known depositor or shareholder upon his indorsement of the bill.

The general trend of business here shows a tendency to place exclusive agencies in the hands of reputable people in one of the large cities and allow them free scope to appoint agents, extend credit, etc. This centralization relieves the exporter from carrying numerous small debts; he holds the general agent responsible and extends to him such credit as seems necessary and has been agreed upon. As a rule, such general agents are foreigners rather than Spaniards, and in view of the fact that there are no American merchants here who could undertake such general agencies, American exporters usually arrange with firms in Barcelona (or perhaps Madrid) to handle their lines. Barcelona is the great port of entry for goods intended for Spain, and owing to the small trade in Seville the foreign manufacturer has found it more satisfactory to deal with the established houses of the larger city. Better shipping accommodations are available to Barcelona, also more direct lines, and there is greater familiarity with foreign trade conditions.

A MUTUAL INDIFFERENCE—FILLING ORDERS.

While the American exporter exhibits an indifference to business unless it can be done on his own terms, the Spanish importer who is purchasing the goods exhibits a similar indifference to conform to American customs. When he can secure from Europe satisfactory goods on one to three months' credit in a shorter time from parties who write him and send him catalogues in his own language and quote him prices in the currency of his country, c. i. f. Seville, without any effort on his part, but solicited by the agent of the manufacturer who calls upon him, he is not likely to purchase from an English catalogue, on a cash basis, from an unknown American firm, goods about which he knows nothing.

It is necessary in Spain to use the greatest care in every detail in filling orders, particularly as to time of delivery. If delivery does not take place as per contract, dealers sometimes refuse to meet drafts, and as litigation is expensive and exceedingly difficult great delay is caused, which careful forethought could have avoided. In fact, litigation is so slow and complicated that it is probably better to settle involved matters out of court if possible.

The standing of the Spanish business man can be as easily determined as that of the American business man. When found respon-

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sible, credit should be extended with as much freedom as possible; and if the terms are good and the price compares favorably with that of foreign competitors, there seems to be no reason why American merchants should not secure a just share of Seville's trade.

COMMERCIAL CREDITS IN CENTRAL AMERICA.[1]

It is a matter of some perplexity to business men in the United States why the credits of Central America should be so long as compared with those of their own country, and why the merchants of the Tropics should cling so tenaciously to this system. At the same time, because the exigencies of the European war have forced some Central American importers to meet the terms of dealers in the United States, it has been asserted that the tropical business men have at last come around to the American way of doing business.

The assumption follows that this method will continue, and the hitherto perplexing problem of long credits will be solved. But there are certain underlying conditions in the Tropics that will cause a reversion to the old terms just so soon as European firms are able to come back into the markets. The people in Central America are not buying American goods and paying cash or its equivalent for them because they like this method of business. It is being done simply because the goods must be obtained and there is no alternative. It means in many instances that the importer is paying 1 to 1½ per cent per month to a bank for the money with which to meet the draft; or, if the local banking facilities are not equal to the unprecedented strain upon them and recourse must be had to private money lenders, as much as 2, 3, 4, 5, or even 10 per cent per month may be charged for the accommodation.

REASONS FOR LONG-CREDIT SYSTEM.

There is in addition an immediate outlay for freight and duties; sometimes these items amount to 50 per cent of the total cost of the goods. The goods must be carried in stock longer than in the United States. There is not, per capita, anything like the same purchasing power among the people. It is a condition that will not soon change, and that form of business dealing best designed to meet the situation as it exists is the form that will be followed. The long-credit system has been a matter of necessity for which the business man of the Tropics was not responsible.

The coffee crop is the principal money crop of Guatemala, Salvador, and Costa Rica, and it also holds an important position in Honduras and Nicaragua. It is moved largely upon money that has been advanced for the purpose, and upon its marketing depends much of the prosperity of the country. Coffee has its seasons as well as cotton or corn or wheat. Cotton is no more important to the Southern States than is coffee to Central America. The export figures on bananas and minerals loom large, but the banana concerns and the few large mining concerns operate their own commissaries and are not dependent, as are other traders, upon the natural flow of commerce—that is, the exchange of the products of the countries for gold and its distribution in business channels afterwards.

[1] Special Agent Garrard Harris, in "Export Trade Suggestions," Miscellaneous Series No. 35, Bureau of Foreign and Domestic Commerce.

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CHANGE IN CREDIT SYSTEM IMPROBABLE.

The countries of Central America will for many years continue to be principally agricultural, and the tide of business will be dependent to a great extent upon the seasons for the various products that these countries have to sell. It is idle, therefore, to expect the business houses of these countries to revolutionize the whole fabric of trade and adopt methods foreign to their custom. In the first place, the banking facilities are not sufficient to carry the houses over the interregnum that would occur, if such a condition could possibly be brought about; and, second, the charges for accommodations are so high as to preclude the possibility of profit in doing business on such a basis.

The merchant of Central America can not understand why it is that European business houses are willing to extend the needed credit and the Americans are not when the necessity for it seems to him so obvious. All things considered, he will be glad to see the time when he can get his goods in the old way. On the other hand, the American business man in many instances is not prepared to carry the accounts four, five, and eight months. His bank knows nothing and cares nothing about foreign paper, and he can not embark on a credit system with which he is unfamiliar for clients across the sea. There are some large houses in the United States doing a profitable export business, either upon their own capital or with the aid of a bank that understands the possibilities of the export trade and knows it is worthy of being developed, but it would seem that the prime necessity for developing permanent American competition in Central America would be adequate banking facilities.

It is by no means every house in the Tropics that wants long credit. There are many that discount their bills, and there are others to which ordinary terms are acceptable; but to most business establishments worthy of credit and doing a fair business the long credits of the European houses carry more weight than lower prices and trade concessions.

FINANCING AUSTRALIAN DRAFTS.[1]

Numerous complaints have been received from Australian importers that they would gladly do more business with American manufacturers, but they can not submit to their terms. The urgency to supply their needs has in frequent instances led them to send trial orders to manufacturers with the request that prompt shipment be made and the value of the invoice be drawn for "at sight." As a rule, the name of an Australian bank has been given as reference and as the medium through which the drafts might be collected. Much hard feeling and harsh criticism of American business methods have resulted from the fact that a large proportion of such orders has been rejected by the manufacturers on the ground that the terms proposed were not acceptable, and that shipment could not be made unless cash were sent in advance. There is no doubt that much valuable business has thus been lost and a prejudice against trade with the United States created. This might have been avoided had the manufacturers been more familiar with the peculiarities of drafts on Australia and the manner in which they are handled. Bills of exchange

[1] Commercial Attaché William C. Downs, Melbourne, in "Export Trade Suggestions."

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drawn on merchants in Australia and South Africa differ essentially from those drawn on other parts of the world in that it is customary for them to bear on their face what is known as the colonial clause, the usual wording of which is: "Payable with exchange (English and colonial stamps added) at the current rate in London for negotiating bills on the colonies." The effect of this clause is that the drawee bears all charges, such as collection fees, interest from the time the draft is drawn until the date of arrival of the proceeds in London, stamps, and difference in exchange, so that the bank that finally presents the draft for payment collects from the drawee not only the face value but also all these accrued charges. Banks, therefore, having London and Australian connections are willing to buy such drafts when made in English currency at the prevailing sight rate on London without any discount, irrespective of whether they be drawn at sight or at 30, 60, or 90 days' sight

VIRTUALLY A CASH TRANSACTION.

It is not necessary for the shipper to concern himself with a calculation of the approximate time that will elapse before his draft is presented, the time it has to run, and the time required for the return of funds, and to add interest for all this time to his invoice or provide for it in his price, nor need he be concerned regarding fluctuations of exchange. He has only to convert his invoice from dollars into pounds sterling at the sight rate on London and draw his draft for the resultant amount. This draft can be sold to any bank having the proper London and Australian connections for full face value. The transaction is to all intents and purposes a cash one for the manufacturer or shipper, although, of course, he still runs the credit risk, as such drafts are not bought "without recourse" unless a confirmed banker's credit has been opened. In the case of sight drafts this risk is reduced to a minimum, since the drawee can not obtain possession of the corresponding goods until the draft is paid. In other or doubtful cases it is not difficult for the manufacturer to satisfy himself of the standing and reputation of the client through the reliable commercial agencies that have branches in Australia or through the correspondents of the Australian banks.

The banking facilities in Australia are quite ample, being supplied by 24 banks of international scope, with branches in all the principal cities. The aggregate capital of these institutions is about $155,000,000 and their reserve funds about $75,000,000. In addition to these resources, there are reserve liabilities of the stockholders or proprietors of about $70,000,000.

SALE OF AGRICULTURAL IMPLEMENTS IN AUSTRALIA.[1]

The agricultural machinery business of Australia is chiefly done by the local manufacturers and by several importers, who almost invariably sell the machines directly to the farmers. The largest firms maintain branches in all the capital cities of Australia—namely, Sydney, Melbourne, Adelaide, Brisbane, Perth, and Hobart. In a number of smaller towns smaller firms are also engaged in the im-

[1] From "Agricultural Implements and Machinery in Australia and New Zealand," by Jus[illegible]cial Agents Series No. 166, Bureau of Foreign and Domestic Commerce.

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er as agents for the domestic manufacturers or
These concerns are so few, however, that the
business is done from the capital cities and di-
r or manufacturer to user can be accepted as
either country firms, therefore, nor branches of
rers or importers are to be found in the interior
of Australia.

ts, however, are to be found in the rural districts.
widely known farmers or, to a less extent, country
either case do they carry stocks of machines, and
rovided even with stocks of repair parts except, in
standard parts as plowshares, disks, binder knives,
ns, stripper combs, and the like. The principal and
nction of these agents is to keep the manufacturers
y represent advised concerning the prospective needs
ng farmers. In a few cases they may also effect sales
achines they have sold. All these transactions are
ed in the behalf of the houses they represent, and in
take any financial or other responsibility. In com-
heir services they are paid a commission ranging from
it, according to the character of the service they have
appears that in the majority of cases a commission of
paid to them. The severe competition of former years
hiefly responsible for the present existence of these com-
ts, and there appears to be an increasing feeling that
n an unnecessary expense with which the implement
l easily dispense if all of them agreed to discontinue the

TERMS OF SALE AND PAYMENT.

a has long been known as a country in which long credits
in the sale of farm machinery. While this, in general, is
the practice does not prevail to the extent commonly be-
several of the largest firms in the business have concurred in
ion that at least 60 per cent of the agricultural machinery
he country is paid for within the year of its sale. On the
nd, the goods not paid for on this basis are generally subject
credits, as evidenced by the following terms at which some of
chants offer them for sale (these are taken from the contracts
eral importers and are such as prevailed during the 1916–17
): Walking plows, one-horse cultivators, lever harrows, hand
hellers, and similar small machines.—One-half cash and one-
January 2, 1917. Gang plows, including stump-jump and disk
, disk harrows, riding tooth harrows, land rollers, reapers, rakes,
ers, hay loaders, baling presses, cream separators, large corn
ers, mowers, and power corn shellers.—One-third cash, one-third
ry 2, 1917, and one-third January 2, 1918. Drills.—One-fourth
one-fourth January 2, 1918, one-fourth January 2, 1919, and
urth January 2, 1920. Binders, stripper harvesters, reaper
ers, gas engines, and tractors.—One-third January 2, 1917, one-
January 2, 1918, and one-third January 2, 1919.

en machines are sold on such extended terms of payment the
are made under a contract known as a "hire agreement," to

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which contract nearly all the Australian merchants adhere with slight variations. According to this agreement the machinery sold remains the property of the seller until fully paid for.

The merchants' price lists almost invariably show the different prices of the machines in accordance with the varying terms of payment which the buyer is permitted to select. For example, a 13 by 7 fertilizer disk grain drill is sold at $215 if paid for in cash; at $230 if paid for one-half in cash and one-half January 2, 1918; at $243 if paid for one-third in cash, one-third January 2, 1918, and one-third January 2, 1919; and at $257 if paid for one-fourth in cash, one-fourth January 2, 1918, one-fourth January 2, 1919, and one-fourth January 2, 1920. As a rule, 9 to 10 per cent interest per annum is charged when such credits are given. Settlements are generally made by promissory notes given by the purchaser at the time the machinery is delivered to him.

While the Australian farmers often purchase their machinery on extended terms of payment, they are considered, on the whole, as good credit risks, and the interests of the seller are further safeguarded by the "hire agreement" referred to. It has been said that such long credits could be considerably curtailed if the merchants would agree to make adequate efforts in that direction. It was indicated in some quarters that wealthy capitalists are often connected with the firms devoted to the sale of agricultural machinery, enabling them to give the long credits. The further statement was often made that it would be difficult to find in Australia a more profitable and safe means of investing money than by taking over the promissory notes given by farmers when effecting purchases, considering the satisfactory interest charged and the methods adopted to safeguard the interests of the merchant.

The smaller houses (and these are the ones with which most American manufacturers do business) are in certain cases at a disadvantage in meeting the requirements of the trade in this respect, and they would welcome any assistance that the manufacturers might extend to enable them to obtain the larger share of the trade that they could secure if placed in a position to meet the practices of the larger firms in giving such long credits. It is claimed that the manufacturers would benefit if, instead of insisting on selling the goods on the basis of payment f. o. b. New York, they were to agree to ship their goods on more liberal terms—say 90 days' sight drafts. The importers would be prepared to pay an adequate rate of interest for the time of the credit, and, since they would be able to get the orders that they sometimes must give up owing to their inability to give the farmer the terms that other houses are ready to give him, they would sell a greater number of machines, which in turn would mean greater orders for the manufacturers.

In discussing this subject several merchants expressed doubt as to whether American manufacturers realize that the cost of ocean freight and the duty on imported goods often amount to more than 50 per cent as much as the f. o. b. value of the goods at point of embarkation in the United States—in other words, that when $5,000 worth of goods are shipped by an American manufacturer to an Australian firm the importer will have to pay $7,500 before the goods reach his warehouse. In the case of harvesting machines and several others,

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furthermore, all these expenses incident to the importations occur when the importer's collections are lowest, since the farmers are in the midst of their agricultural operations, and his expenses are highest, since he has to maintain a large number of salesmen and machinery experts in the field at that season of the year.

METHODS OF FINANCING EXPORTS.

THE BASIS OF EXCHANGE.[1]

The mechanism of international trade is not essentially different from that of domestic trade. It is part of the ordinary machinery of exchange; and it is closely connected with the banking operations and monetary phenomena of the several countries.

International trade, like virtually all the trade of modern countries, is carried on in terms of money, and through sales for money by individuals.

When a merchant sells goods to a person in the same country, the mode of payment is simple: He receives the money of his own country. But when he sells to one in another country, it is not so simple. Transactions in England are settled in pounds, shillings, and pence; those in the United States in dollars and cents. The American who sells in England may sell there in terms of English money; he must then convert the English pounds into American dollars before they are available for him. Or, if he sells in England in terms of American money, he puts the English purchaser under the obligation of converting into dollars the pounds which alone are current in England.

This process of converting the money of one country into its equivalent in the money of other countries is carried out through foreign bills of exchange. Strictly speaking, a bill of exchange is simply an order by one person, addressed to another, directing a payment to be made to a third person. It thus has three parties, the maker or drawer, drawee or acceptor, and the payee. When made out in the precise form settled by law, it fixes a guaranty on the maker to pay the stated sum, in case the drawee does not do so; and, when accepted by the drawee (he thus becoming the "acceptor") it fixes unconditional obligation upon him to pay it when due.

A merchant in New York who sells goods to a merchant in London has a claim to receive money from the latter; he can draw on the Englishman for the price. He can draw directly or he can transfer his right. That is, an exporter has bills of exchange for sale. On the other hand, a merchant in New York who has bought goods from a merchant in London has an obligation to pay money to this Englishman; he must remit in some way the price. That is, an importer needs to buy bills of exchange. We are supposing here, again for simplicity, that both transactions are carried on in New York; the exporter sells his bill on London in New York, the importer buys his bill on London in New York. Suppose now that the two obligations are for the same amount, say £1,000. The importer can buy from the exporter the latter's bill drawn on his London debtor for that amount.

[1] From "Principles of Economics," by F. W. Taussig.

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The importer sends the bill to his London creditor; the latter collects the sum from the London debtor. The New York creditor gets his money from the New York debtor, and the London creditor gets his money from the London debtor. By one payment in New York and another in London, the transactions are liquidated without any sending of specie from one country to another. Through the mechanism of the bill of exchange, the exports serve to pay for the imports.

What amount, now, would the New York importer pay, in American money, to the New York exporter? One thousand British sovereigns contain as much pure gold as $4,866. Hence, when a bill for £1,000 sells for $4,866, its precise specie equivalent, exchange is said to be at par. If the American creditor sent to England for his money, brought the gold from London to the United States, and had it coined into American dollars, he would get from the mint this exact number of dollars, $4,866.

WHY EXCHANGE RISES AND FALLS.

Suppose, now, a number of exporters and importers in both countries and a large volume of dealings; the case remains the same. The exporters sell bills; the importers buy them. If the money value of the imports just equals the money value of the exports, the bills of exchange exactly liquidate the transactions. Under such circumstances exchange will be at par. Foreign trade will be in a state of equilibrium, the exports will just pay for the imports, and no specie will flow from one country to the other.

Suppose, next, that for some reason the exports from the United States exceed the imports in money value. The two sets of transactions—the buying of goods from persons in England and the selling of goods to persons in that country—are quite independent. The American exporters may sell goods to a greater money value than that of the goods which the importers have to pay for. They will then offer bills for a greater amount than the importers have occasion to buy. Under these circumstances all the bills can not be sold to importers. Some will necessarily be left over. The exporters who have the excess on their hands can do nothing but send to England for the specie. This, however, involves expense. The specie must be checked with care, must be boxed, insured, transported by land and water. When it reaches the American creditor it must be carried to the mint and coined into American dollars—a process which may take some time. There is the possibility that some of the sovereigns may not be quite full weight, even though not below the limit of tolerance in England. Not least, there is a loss of interest during the period which elapses before the cash is available in the United States. All these circumstances make the American exporter willing to sell a bill for £1,000 for a less sum than par—less than $4,866. The amount of reduction to which he will submit will be only such as offsets the total expense of sending to England for the specie. That expense is surprisingly small, between England and the United States somewhere about one-half of 1 per cent. The bill of exchange for £1,000 will not sell for less than $4,845, or $4.845 to the pound. This is called the specie-importing point. When foreign exchange is at this point specie begins to come in.

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Under these conditions all of the exporters' bills will be at a discount; all will sell for less than their par value. Competition being active between the exporters, no one of them will be willing to sell his bill for a less price than the others. The expense of shipping specie will have to be met by some one or other among them; to each one it is immaterial whether he will sell his bill at a discount or will send for specie. The market rate for all bills, when there is a clear excess of exports, will be at the specie-importing point. The reverse situation appears when the imports exceed the exports.

THE EXCHANGE BROKER.

These are the simplest supposable conditions. They are rarely met in real life. Here, as in almost all the buying and selling of modern communities, a class of middlemen intervenes. The exporters and importers do not deal directly with each other; neither do they concern themselves with the possibilities of shipping specie in or out. They go to the dealers in foreign exchange. These are sometimes firms which make a specialty of this sort of business, the so-called foreign-exchange houses; sometimes they are banking firms which join it with other business. All these middlemen buy exchange constantly from the exporters and sell it constantly to the importers. They have their well-known correspondents in foreign countries, either branch houses of their own or other banking firms; they sell bills on these and meet bills drawn by these. When the exporters offer more bills than the importers will presumably take, the dealers none the less buy them; only, calculating that there will be no market for all the bills and that some will have to be sent abroad and specie got with them, they will buy only at a discount. On the other hand, when the importers demand more bills than the exporters have to offer, the dealers sell to the importers at a premium whatever bills the latter want, and themselves send abroad the specie with which to meet these bills when presented. Being in the business and equipped for it, they can ship specie more economically than the importers or exporters. Though they make a profit, it is based on a very narrow margin.

With the presence of dealers comes that process of close bargaining, speculation, equalization, which naturally ensues with the specialization of trade.

The modern mechanism of banking, currency, and international trade may be said to have an innate repugnance to the flow of gold from country to country. All sorts of devices are resorted to in order to prevent or lessen such a flow.

Most familiar and effective among these devices is regulation through the rate of discount. Gold, like any other form of money, is free capital, or command of capital goods; and it is, moreover, the kind of capital which is in every country equally available. It tends to go to the place where the return of loanable funds is largest. When specie first moves out of a country it comes ordinarily from the bank reserves; and when it goes into a country it goes ordinarily into the bank reserves. The rate of discount rises as bank holdings become less and falls as they become greater. These changes of themselves tend to counteract the movement of specie in large quantities. The great central banks of England, Germany, France, Austria, and other

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countries systematically raise or lower their rate of discount in order to protect their specie holdings. The same thing happens, though with less direct and conscious intent, in New York.

FINANCING EXPORTS TO AUSTRALIA.[1]

FINANCING BY LETTERS OF CREDIT.

Australian importers who desire to purchase direct from American manufacturers are usually advised by local banks to arrange for payment by letter of credit. This is of advantage to the local banks, since they secure the exchange profit in addition to ¼ per cent for issuing the letter of credit. An additional ⅛ per cent is added if the time duration of the credit has to be extended.

The credit is in favor of a named firm, which must turn over shipping documents upon presentation of draft for payment. No special bank may be mentioned to receive the draft, although ordinarily the American correspondents of the Australian bank that have been notified of the credit will be called upon to honor the draft. The letter of credit will be mailed to the American firm from whom the purchase is to be made. In emergency cases the credit is cabled at the expense of the importer, and this has occurred rather frequently since the war.

If a traveler goes to the United States to buy goods the credit will be made out so as to allow him to name the particular firms that may draw against it. This is usually attended to through a particular bank in the United States. The Bank of New South Wales, for instance, arranges with the Standard Bank of South Africa in New York to honor drafts drawn by firms according to instructions from the accredited traveling representative.

The seller is paid cash by the correspondent banks for the face of the draft. The draft, however, must be made out according to instructions in the letter of credit. The usual instructions are that the draft is to be made out at 60, 80, or 90 days' sight on London, which makes possible the transfer of funds from Australia to meet the draft in London when it falls due. At present drafts would be made out at least for 60 days, and probably for 90 days. When the draft is received in London by the branch of the Australian bank that issued the credit it is accepted and the bank in Australia is advised to send forward funds to meet it when due. The importer is then called upon to provide the amount; if he has not sufficient funds on deposit he may be given a credit through an advance drawing 6 or 7 per cent interest. He is also charged exchange on London for transmitting the amount, which is at present very high (2½ per cent sight), and, in addition, the cost of exchange from New York to London, interest for the period of the draft, and any other charges.

FINANCING BY EXPORT COMMISSION HOUSES.

Another way of paying cash against delivery at port of shipment in the United States is for Australian importers to purchase through American export commission houses, which engage to attend to buying, shipping, and financing. Usually 2½ per cent commission is

[1] From "Exporting to Australia," by Philip B. Kennedy, Miscellaneous Series No. 46, Bureau of Foreign and Domestic Commerce.

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on accounts running over £1,000 a year and 5 per cent on amounts. Many firms that buy direct from manufacturers commission to secure the shipping and financing services of mpanies.

port commission house will pay cash to the manufacturer in rk or San Francisco, as well as arrange for the freight space preparation of the documents. The firm will then indorse t and discount it through a bank with documents attached. ges incident to the collection of the draft must be paid by rter, since the commission house requires its commission net.

FINANCING BY DRAFT AGAINST DOCUMENTS.

gh in practically all types of financing in foreign trade, ex- accounts, drafts are made out "to order" and forwarded tion with the documents attached as security, this proce- not concern the primary exporter when responsibility and re shifted, as in the case with purchases by letter of credit nases through export commission houses. When the pri- erican exporter himself draws upon an Australian importer rds the draft through a bank for collection, he is directly with the terms on which the draft is drawn.

terms before the war on which the English exporter sold ia were 90 days' sight. The importer was then not called ay for his goods until 90 days after the acceptance of the ustralia, which usually meant that he paid after he had oods. The English exporter either carries the account discounts the draft through a bank.

ctice means that the cost of the exchange and the time of is borne by the exporter. It is not so common in the tes, both because the credit rating of Australian firms is known and because American banks have not made a ctice of accepting and buying Australian bills. It is wever, to secure adequate information about the finan- g of Australian firms, as an American mercantile agency ed throughout Australia and makes a practice of for- the United States recent reports on Australian firms to open accounts. Australian banks are also willing to orts about customers to correspondent banks in the es. American banks may now also accept bills arising gn commercial transactions, and a bill that has been ac- reliable bank is readily negotiable. Since manufactur- wish to devote their capital to manufacturing rather d it out in credit accounts, this ability to secure accept- sell drafts is important. However, until branches of nks are established in Australia this type of financing o be extensive.

ard practice in drawing drafts upon Australian cus- United States has been to convert the face of the draft o pounds and add the colonial clause, which is as fol- ole with exchange, English and colonial stamps added, rate in London for negotiating bills on the colonies."

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In this case the bank that finally presents the draft for paymen collects from the drawee not only the face amount but also th accrued charges. Banks having London or Australian connection are willing to buy such drafts when made in English currency a the prevailing sight rate on London, irrespective of whether the be drawn at sight, 30, 60, or 90 days. By following this practic the drawer receives the full face amount of his draft at the tim it is drawn.

Since the war a fair number of drafts have been drawn in dollar and sent to Australian banks for collection. If the drawer wishe to realize the face amount of the draft, this should be provided fo by a clause stamped on the draft. The Bank of New South Wale which does more of this collection than any other Australian bank advises that the following clause should be added to enable them t remit the face amount in dollars:

To be converted into sterling at the Bank of New South Wales rate on da date, and payable at the current rate of exchange for purchasing deman drafts on London with all charges.

At this date (June 28, 1916) the Bank of New South Wales wil convert at the rate of $4.75. This rate is on collections forwarded b an American bank. Exchange at 1¼ per cent is added, together wit ⅜ per cent commission. If a draft of a face value of $475 had bee sent forward for collection with this clause added, the importe would be called upon to pay the following amount:

	£	s.	d.
$475 at 4.75	100	0	0
Exchange	1	5	0
Commission		7	6
Duty stamp		0	1
Total	101	12	7

If the terms of the sale were on the basis of draft against dat drawn in New York, the Australian bank may also be asked to ad interest for the time taken for the round-trip mail, which is usuall reckoned at 72 days. The rate of interest is 6 per cent, and in thi case the importer would also be asked to pay 72 days' interest a 6 per cent.

The Bank of New South Wales, the largest bank in Australia, wil now forward a draft upon the National City Bank of New Yor where an account is kept, for the full amount in dollars up to £1,0 For larger amounts the sum will be forwarded to be converted a the New York sight rate on London. This limit on dollar exchan is due to the difficulty that the Australian bank may have in repl ishing its funds in New York. It is not policy to carry large a counts in New York, because New York banks pay only 2 per ce interest on bank accounts, whereas at present 4½ per cent is bei paid in London for similar accounts.

The advantage of adding the colonial clause to the draft is th the full amount may be obtained at once. The London banks th accept and carry these bills finance the time consumed.

It is probably fully as cheap for the importer at present to ha drafts drawn upon him directly in dollars, because the Australi exchange on London is now much higher than normal, 2½ per ce

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Drafts drawn in dollars with the above-mentioned clause attached and forwarded direct are entirely feasible at the present time.

QUOTATION OF PRICES.

Where the American exporter receives cash f. o. b. port of shipment, it is a simple matter for him to quote prices. It is not so simple for the Australian importer, who has to add cost of freight, marine insurance, war risk, and exchange before he can estimate the price he will have to receive to make a profit.

Before the war the leading British and American firms selling to Australia quoted prices c. i. f. e. (cost, insurance, freight, and exchange). If the terms were c. i. f. e. 90 days' sight, the Australian importer knew his net prices and had also 3 months' time in which to sell the goods. This was simple and convenient for him.

FORM OF REQUISITION FOR DOCUMENT CREDIT.

——— ———, 191—.

THE MANAGER, BANK OF NEW SOUTH WALES,

——— ———.

SIR: I (or we) request that you will establish a credit in favor of ——— ———, of ———, authorizing him (or them) to draw on your London branch at ——— sight at any time within ——— from ——— purporting to be for invoice cost of ———, to be shipped to ——— ———, on my (or our) account for any sum not to exceed in the whole ———.

The drafts when presented to your bank should be accompanied by shipping documents which must be satisfactory to your bank and which must include insurance cover, invoice, and bill of lading purporting to represent ——— shipped on our account to the port of ———, deliverable to shipper's order and endorsed to the bank or in blank. But your bank is not to be responsible in the event of any misrepresentation or error as to quality, quantity, nature, or value of the goods, or the validity or accuracy of the draft or other documents.

In consideration of the bank establishing this credit on my (or our) account I (or we) hereby engage to provide funds in ——— in time to remit them through you to your London branch at the current rate of exchange, to pay at maturity the drafts drawn under this credit.

In the event of funds not being provided as aforesaid I (or we) authorize the bank to sell, dispose of, or otherwise deal with the said ——— as it may think fit and to collect any amounts due or to become due under the insurance policies, and I (or we) undertake to pay on demand the amount of any deficiency on any such sale or insurance, together with all usual commission, and all costs, charges, and expenses incurred by the bank in connection therewith or otherwise.

Yours, faithfully,

——— ———.

FORM OF LETTER OF CREDIT.

Credit No.——.

£——— stg.

BANK OF NEW SOUTH WALES,
Melbourne, ———, *191*—.

——— ——— are hereby authorized to draw on the Bank of New South Wales, London, at ——— sight at any time within ——— from ——— for invoice cost of ——— to be shipped to ——— ——— on account of ——— ——— for any sum not exceeding in the whole ———. And the Bank of New South Wales hereby engages with the drawers, endorsers, and bona fide holders of the bills drawn under this credit that the same shall be duly accepted on presentation and paid at maturity, provided that on presentation to the bank they are accompanied by shipping documents, which must be satisfactory to the bank and which must include insurance cover, war risk, invoice, and bill of

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lading of ——— deliverable to shipper's order and endorsed to the bank or in blank. One copy each of invoice, bill of lading, insurance cover, and war risk to be forwarded direct to Bank of New South Wales, Melbourne, by purchasers of the bills.

Purchasers of bills under this credit are to note the amount of said bills on the back hereof and to see that the bills are marked "Drawn under Melbourne Credit No. ———, dated ———, 191—."

FOR THE BANK OF NEW SOUTH WALES,
———— ————, *Accountant.*
———— ————, *Manager.*

THE BUSINESS MAN'S PART IN FOREIGN EXCHANGE.[1]

To the prospective exporter, not entirely familiar with the method of figuring invoices for sales to foreign countries, it may be of some interest to know just how such transactions are handled. Of course, it depends greatly on the country with which one is dealing.

Let us take England for example. There are several methods in vogue for determining the correct rate at which to convert dollars into pounds sterling, depending, of course, on the terms on which the goods are sold, the customs in particular lines of merchandise, and agreements made between buyer and seller.

If a price be quoted to an English merchant in pounds, shillings, and pence, with the stipulation that the goods shall be delivered into his hands free of all charges in London, it is a simple matter to make up the invoice on that basis, figuring the cost of the goods as originally quoted, and adding the charges for freight, insurance, packing, etc., in pounds, shillings, and pence, the figuring being based on, say, the par of exchange, $4.8665 to the pound, the shilling being taken as worth 24 cents and the pence as worth 2 cents in United States currency.

On the other hand, if the goods are sold in terms of United States dollars with the understanding that the terms are f. o. b. New York, but that the freight and other incidentals are to be taken care of by the exporter at this end to be charged to the English firm buying the goods, the invoice will be made up in United States dollars entirely and the conversion rate of exchange into sterling depends on whether an agreement has been made between the buyer and the seller in this regard, or whether the exporter in America has made his calculation at such a rate as will enable him to sell his draft in the market without any loss. For instance, if he had figured the par of exchange, $4.8665, and at the time that he was ready to sell the draft, exchange had declined to $4.85, he would have to stand the slight loss involved. On the other hand, if exchange had risen $4.87, the gain would be his.

In ordinary times it is an easy matter to adopt a fixed rate for conversion, assuming the risk in exchange, for the reason that exchange fluctuates only between the par of exchange, $4.8665, and the gold import and export points, which are, approximately, $4.84½ and $4.88½, which would mean, at the outside, a difference above and below par of about two-fifths of 1 per cent, which is a small possibility of loss covered in the cost of the commodity, except where the margin on which the operation is conducted is very small.

Many firms use a fixed rate of exchange in making their contracts and take this risk in exchange for the reason that it would average

[1] From The Americas, Vol. I, No. 3, pp. 46–47.

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quite well over a long period of time, and only in abnormal times would it create any difficulty. During the past few months exchange rates were exceedingly high and exporters were able to make a considerable profit in the exchange operation if they had bills for sale on the days that exchange was in such urgent demand.

The same customs prevail with regard to exchange rates drawn on Germany or France and other countries where the invoice, according to contract, and the draft also are to be drawn in the currency of the importer's country. Of course it is necessary to allow some margin in the case of countries whose exchange does not find a very extensive market in America as compared with sterling; that is, for instance, Russia or Portugal.

Large grain exporting houses, when making bids and offers of goods abroad, inquire in the foreign exchange market for bids on the drafts which they will probably have to offer at a future date and then base their prices on the bid received or the information obtained, as to the probable price of foreign exchange at a future date. When the deal is concluded a day or so later, they make a contract with a banker for the delivery of the exchange at a future date, thus securing themselves against loss. They are in this way able to convert the invoice from dollars into a foreign currency with an assurance that they will lose nothing in the operation. This applies mostly to large operations and is not a guide for the rank and file of merchants whose export line is not their principal source of income. For such houses, the better plan would be to figure what is known as a "safe rate," that is, a rate which would appear, under ordinary circumstances, to preclude a chance of loss in the exchange. This may be done by consulting the bank.

The rate question (which is in the long run the invoice price) works itself out between buyer and seller after a time to the satisfaction of each or the dissatisfaction of one or the other. If the American exporter draws on England and figures a low rate of exchange, say $4.84, when the market is $4.87, it is likely that he will hear from his English customer that he has drawn for more pounds, shillings, and pence than he should have, and he is likely to figure closer on the next shipment of goods. Experience is the teacher in all such matters.

For South American business, it is the custom, generally, to figure a rate of exchange of $4.80 for all transactions, owing to the fact that this is a well-ingrained usage with which South Americans are thoroughly familiar. Naturally, it suits very well in the case of a shipment of goods against sight drafts because, as a rule, they can always be sold to better advantage than $4.80 in this market. However, if the draft were 90 days' sight, it would not at all times bring $4.80 and it would be necessary, in making a price for goods, to bear that fact in mind. The rate is a matter of custom only. Rate making on the invoices can be adjusted satisfactorily to both the importer and the exporter. The rate of $4.80 on a sight draft in sterling on South America is favorable to the United States exporter, as it means about $4.85, if the voyage to and from is counted as 60 days at 6 per cent, making about five points difference or approximately 1 per cent. The banker purchasing it takes the risk in exchange.

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In the case of drafts drawn on time, that is, where the exporter in America agrees to ship goods against a 30, 60, or 90 days' sight draft, he must expect, of course, to receive the prevailing rate for sight drafts less interest for the time that the draft has to run, if he discounts or sells it, and this must be taken into consideration in making the offer of goods. Either it must be charged up in their price, or the transaction figured in such a way as to cover the outlay, or charged on the invoice by the consent, of course, of the foreign importer.

For instance, a foreign importer may wish to purchase the goods on the usual cash terms f. o. b. New York, and at such a price as would be quoted for that class of business, but at the same time not pay for them until 90 days after they had arrived in his hands, with the express stipulation, of course, that the American exporter would charge interest for the length of time involved, in which event it would naturally appear on the invoice.

On the other hand, he may wish to purchase goods on terms of 90 days after sight, where the American merchant is selling his goods at 30 days' cash in the home market. There are naturally only two alternatives, either to refrain from selling or to meet the terms, and to do so means that the difference between the home prices and the terms demanded by the foreign importer must be made up in an advanced price on the goods to cover the difference.

For goods sold to South America in United States dollars there is no risk of exchange to the American exporter to be considered in making the invoice. It is simply a matter of interest and collecting charges, which vary according to the city on which the draft is drawn. The charges for coast cities are naturally lower, as these take less time to reach and competition there is keener among the banks.

When an American exporter presents for sale a New York sight draft for $1,000 drawn against an invoice for that amount, the purchasing bank will deduct the amount of its collecting charge and interest at the prevailing rate for 60 days (if drawn on Buenos Aires, Rio de Janeiro, Montevideo, etc.), which is the approximate time that it will take for the proceeds to be returned to New York, returning a check for $1,000 less these deductions. If the draft is drawn for a longer period than sight, additional interest for the specified time is deducted. The risk in exchange is taken by the South American importer, who must furnish at presentation or maturity sufficient money in the currency of his own country to enable the collecting bank in South America to remit to its New York correspondent a draft for the amount of United States dollars called for in the draft.

When South American drafts are sent to South American banks for collection, the United States exporter carries the interest item himself, being out the funds from the day that the goods are shipped until the proceeds of the draft are returned to him, paying the bank a collecting charge only for handling the draft.

DRAFTS UPON SOUTH AMERICAN CUSTOMERS.

(The following instructions do not apply to Central American trade.)

In drafts drawn for pounds, sterling, the following clause should be inserted: "Payable at the bank's selling rate for sight drafts on London," or 90 d/s drafts on London, whichever the case may be, according to contract.

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ts drawn on South American countries in dollars should bear on· face a clause reading as follows: "Payable at the bank's selling rate ht drafts on New York," unless the contract is made otherwise; for e, "Payable at the bank's selling rate for 90 d/s drafts on New York." ructions should be given in each case as to whether the documents at- to the draft are to be delivered against acceptance or against payment This is important, inasmuch as, if not particularly specified, the docu- will be surrendered to the drawee on acceptance, as this is in accordance outh American custom, which is contrary to the method of handling on Europe, where documents are delivered on payment only, in the ab- of definite instructions.

ould be stated whether drafts are to be protested in the case of non- ance or nonpayment. The National City Bank does not assume any in this regard, however.

e drawers have agents in the countries on which the drafts are drawn ould notify the bank as to what authority in the matter of extension of payments of drafts, delivery of documents, etc., they possess.

vers should authorize the bank to receive payment for time bills, if paid maturity, stating the rate of interest to be allowed the drawees.

ts with documents must be delivered at a reasonable time before the of the mail of the steamer by which the goods are shipped.

ping documents: When drafts are intended for negotiation, they must mpanied by complete sets of shipping documents, viz:

of lading, the full number issued in favor of the shipper with his ment; except in such countries as Colombia and Venezuela, where the r regulations specify that shipments must be consigned to order.

ces (in duplicate).

ular certificates (in duplicate).

y of marine insurance.

rance: In regard to insurance these points present themselves:

e risk covered from dock to dock only?

e risk covered for a certain time after the goods are landed?

the custom for some exporters to insure from dock to dock; leaving e receiver of the goods to cover insurance after the goods are landed. If, r, there is any delay in the acceptance of the draft, the goods would y not be insured by the drawees. There is a certain risk here which e taken into consideration, or policies be secured covering such con- les.

RELATION OF MONETARY SYSTEM TO EXCHANGE.

CURRENCY AND EXCHANGE IN CHINA.[1]

trade of China is hampered by one of the most confused and systems of currency, on a silver basis, in the world, the intri- of which are understood by comparatively few people. Theo- ly the tael is the unit of currency for foreign and Chinese rce, and is subdivided decimally into mace, candareens, and 1 tael=10 mace, 1 mace=10 candareens, 1 candareen=10 It, however, is not a coin, but a weight of silver of a certain of fineness, and it varies in weight, in touch, and in value in nt parts of the country. Every commercial center in China ly has its own tael weight but several standards side by side. el of weight is the liang, or ounce, of China, and 16 taels make , or Chinese pound (1⅓ pounds avoirdupois).

[1] "Cotton Goods in China," by Ralph M. Odell, Special Agents Series No. 107, f Foreign and Domestic Commerce.

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THE VARIOUS TAELS IN CIRCULATION.

Of the numerous taels of currency, two may be considered as being in universal use, the haikwan, or "customs," tael and the kuping, or "treasury," tael; a third, the tsaoping, or "tribute," tael, is current over a considerable part of the country. The haikwan tael is the currency in which tariff duties imposed by the Maritime Customs are levied, but it is a purely fictitious currency and at no port does a merchant tender haikwan taels in payment of duties; instead he pays in local currency at a rate of exchange settled upon at the opening of each of the several customs offices. At Shanghai the rate of conversion is fixed at 100 haikwan taels=111.40 Shanghai taels. The Shanghai tael contains 524.93 grains of pure silver, which makes the haikwan tael the equivalent of 584 grains. Due allowance, however, must be made for the quality, or "touch," of the silver. When the merchant does not have at hand the fine silver (992.3 fine) for the payment of duties, he must obtain it from a banker by private arrangement. The value of the haikwan tael in foreign currency is fixed monthly by the Maritime Customs authorities.

The kuping tael is the currency in which all dues to the Government except customs duties and those which are levied in kind or copper cash are paid. The standard kuping tael is 575.8 grains of silver, 1,000 fine, but there is a variation in some cases as much as 1 per cent in different parts of the country. Where the foreign obligations of the Chinese Government are concerned, the equivalent of the several currencies is 100 haikwan taels=101.64235 kuping taels, and 100 kuping taels=109.60 Shanghai taels.

The tsaoping tael is current in Provinces which pay tribute in kind (mainly rice), and it is also in use at Chefoo. Subject to slight variation, it weighs 565.65 grains. As a tael of currency, it is based on different standards of silver. The standard at Chefoo is 976, at Kiukiang and Wuhu 994, at Hangchow 997, and at Shanghai 999.

Apart from the various Government taels, every commercial place has several local taels, all generally recognized and all current. Usually among these various taels there is one which is recognized as the currency of the place, in which payments would be made when there is no stipulation to the contrary. In Peking there is no one recognized tael, but the Tientsin tael of 557.6 grains of silver, 992 fine, is the generally accepted tael at Tientsin; the Hankow tael of 554.7 grains of silver, 967 fine, at Hankow; and the Sze-ma, or Canton tael, of 579.85 grains of silver (theoretically 1,000 fine, but in practice of a lower degree of fineness), at Canton.

At Shanghai the Canton tael is used for dealings in foreign bar silver, the tsaoping tael for Chinese remittance through Chinese banks to places in China, and the Shanghai tael, or "Shanghai convention currency," for local banking and trading purposes. The value of the latter is made up of three elements—the weight, the quality of silver, and a convention. The weight on the scale is 524.93 grains, the silver is reduced to a standard of 944 fine, and the convention is that 98 taels of this weight and this silver settle a liability of 100 taels Shanghai convention currency.

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SILVER SHOES (SYCEE) AND COPPER CASH.

The silver in China is most commonly current in oval ingots called "shoes," which weigh from 5 to 50 taels, and the silver in the shoe is known as "sycee." In the interior of the country, outside the treaty ports and among the mass of the population, silver is not extensively circulated and is used mainly for the purpose of hoarding. Frequently the Chinese who secure silver coins melt them up into sycee. But when very large payments are made, the shoes of sycee are employed and they are accepted at their actual weight and degree of fineness.

The real currency of the people of China is the copper cash, one of which equals one one-thousandth part of a tael. This is its theoretical value, but in practice the value varies from 800 to 1,800 or 2,000 cash to the tael, and it is not uniform throughout the country. Cash (from the Sanskrit "kärsha") are small rounded coins with a square hole in the center and they are strung on strings in rolls of 100, of which 10 go to the string, or "tiao." The money changers usually deduct 1 to 4 cash for their trouble in stringing and for the string. In Shanghai at the present time (June, 1915) the Shanghai tael is worth 1,925 cash, whereas a year ago it was worth only a little over 1,700 cash. The depreciation in the value of the cash has a very serious effect on the mass of the people and considerably restricts their purchasing power. A piece of grey sheeting, for example, may be quoted in an interior city at 4 taels. The native, at the present rate of exchange, would have to pay 7,700 cash for the piece as compared with only 6,800 cash a year ago. In addition to the 1-cash piece there are 10-cash copper coins, or cents, which, however, are not always exchanged at their face value.

FOREIGN COINS—CHINESE DOLLARS—CURRENCY REFORM.

The growth of foreign trade and the objection of the foreigners and merchants in the treaty ports to carrying around the heavy silver sycee, or shoes, and cash, led to the introduction into China of a number of foreign coins of which the principal ones were the Carolus, or Spanish, dollar; the Mexican, or eagle, dollar; and the Japanese yen, or dollar. Of these the Mexican dollar is in most general use and it is current in many of the treaty ports of China. Its exchange value is expressed in relation to the tael. At the present time the rate of exchange is 100 Mexican dollars=72.80 Shanghai taels. Taking the Shanghai tael at $0.55 United States currency, this makes the value of the Mexican dollar about $0.40.

The Chinese have also issued 10 or more different kinds of dollars, but their great disadvantage has been that they are at a discount in all the Provinces except the one in which they are minted. There are also in circulation a number of subsidiary silver coins known as 10-cent and 20-cent pieces, which are nominally fractional parts of a dollar but are stamped with a tael value, the 10-cent piece, for instance, being stamped as 7.2 candareens. The ratio which these coins bear to the dollar varies considerably. At times ten 10-cent pieces and four 10-cash pieces, or 114 cents, may be obtained from a

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money changer for a Mexican or Chinese dollar, while at other times only ten 10-cent pieces are given in exchange. In recent years the provincial mints in China have been permitted to issue silver and copper subsidiary coinage for purposes of revenue, and this has led to an enormous overissue and consequent depreciation in the value of these coins.

In January, 1914, a new regulation went into effect by which it is hoped that some measure of reform in the currency of China may be effected. Under this regulation the right of minting and issuance of national currency is confined to the central Government. Provision is made for four kinds of silver coins, the yuan or dollar, the ½-yuan, 20-cent pieces, and 10-cent pieces; one kind of nickel coin, the 5-cent piece; and five kinds of copper coins, the 2-cent piece, the 1-cent piece, and one-half, one-quarter, and one-sixth of a cent pieces. In order to facilitate the carrying out of the provisions of the act, the Government is melting up all the dollars formerly in circulation that are received in payment of taxes and replacing them with the new standard dollars, which are made legal tender throughout the country. Every effort is being made, through the large Chinese banks and governmental support, to give to the new coins a fixed and uniform value in all parts of China, and it is expected that they will gradually replace the numerous kinds of money now in circulation that add to the confused and chaotic state of the country's currency.

PAPER MONEY IN CIRCULATION.

Paper money has been issued from time to time by the central or provincial Governments and by private individuals and banks. Formerly there was little restriction on the amount that could be issued, and the large quantity of notes in circulation that in financial crises the banks frequently could not redeem has caused them to depreciate in value or to become practically worthless. At present, notes are issued by the foreign and Chinese banks only in the local currency of the places in which they are situated, the issues being restricted by their own regulations. These notes, which are in dollars, are redeemed by the banks at their face value; but a note for, say, 5 dollars, issued by a bank at Shanghai, is slightly discounted by the branch of the bank at Tientsin, Hankow, or any other city when presented for redemption.

EFFECT OF EXCHANGE ON TRADE.

It is easy to appreciate the bad effect on trade which results from the lack of a stable and uniform currency system. Each Province, each city and town has its own tael of value and its own coin which is useful only as local currency and is discounted in other Provinces or cities. As the basis of the currency is silver, the value in gold of the tael, which is the financial unit, although it has no coin equivalent, is subject to constant fluctuations. It is influenced both by the production and price of silver and by the state of trade. The merchant in the interior pays in silver for the goods which the dealer in the ports buys in gold; similarly, he sells in silver goods which

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the dealer or exporter sells in gold. Consequently, when imports are large there is a strong demand for gold with which to pay for them, and the value of gold rises, which means that more taels or dollars must be paid for gold. When export trade is large, on the other hand, there is a demand for silver with which to pay the interior merchant for goods purchased; hence, gold is worth less in taels or dollars.

To a certain extent, therefore, trade is regulated by exchange. When China is buying heavily from abroad the tael value of the imports is high because the value of gold appreciates. When exports greatly exceed imports the tael value of imports is low because silver, and not gold, is in the greatest demand. Hence, if this factor alone had to be considered, the tendency would always be toward a readjustment and to the bringing about of a parity between imports and exports; the low tael prices of commodities would naturally tend to stimulate imports and check exports until the former equaled or exceeded the latter. But other influences, such as the world's production of silver, the payment of China's indebtedness to foreign countries, which must be made in gold, the reserves held in the banks, which are in silver, and various other factors, have an important bearing on the fixing of the rate of exchange between gold and silver. The banks in the various cities in China fix the rate of exchange on any day and at any hour, and they are guided by the information they have regarding world-wide money conditions and the state of trade, as to whether imports or exports are heavier, in the various commercial centers of the country. If exports are large, the banks know that there will be good demand for export paper or drafts on foreign countries, hence the rates will be strong. If the imports are exceeding the exports, the demand for export paper becomes lighter and the rate of exchange weakens.

SPECULATION IN EXCHANGE.

Unfortunately, the element of speculation, which is so prevalent in all Chinese business and private life, plays an important part in fixing the rate of exchange between gold and silver, and this speculation is often encouraged by the banks in order to swell the volume of their business. When a speculator agrees to buy from a bank £10,000 at a certain rate for three months, he contracts to pay a certain amount of silver—say, 87,455 taels—on the stipulated date, for which the bank will pay him the gold. But on the date fixed the rate of exchange may be higher, and 90,000 taels may be required to buy the £10,000. In practice the speculator does not take the delivery of the gold or gold paper, but pays the bank the difference, which represents his loss on the transaction. If, on the other hand, the rate of exchange is lower and only 80,000 taels are required to buy £10,000. the bank pays the difference, the result in this case being a profit to the speculator. In the instance cited the speculator practically makes a wager with a bank that so many taels will buy £10.000 on a future date; if on that date more taels than the amount agreed upon are required to purchase the gold, the speculator pays the bank the difference; if less, the bank pays the speculator. When the latter buys

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gold he usually sells at the same time in order to cover himself. The effect of this form of gambling or speculation on trade is far from healthy, because it influences the proper course of values and the rate of exchange.

It is thus seen that money is dealt in like any other commodity. In the United States and other countries which are on a gold basis a merchant buys and sells goods only, but in China a merchant buys and sells money at the time he engages in a purchase or sale of goods. For example, a dealer places an order with a foreign importer for 2,000 pieces of grey sheetings, at $2.50 per piece, to be delivered in six months from the date of the order. At the same time he has promised to supply 2,000 pieces of sheeting to an interior merchant at, say, 4.60 taels per piece. The dealer's position then is that he has agreed to pay the importer $5,000 for goods for which he expects to receive 9.200 taels. Suppose the value of the tael at the time the contract is made is $0.57 in United States currency: if the rate is unchanged at the end of six months, the dealer receives from the merchant in the interior the 9,200 taels. but he only has to pay the importer 8,772 taels for the $5,000 gold at the rate of $0.57. His profit on the transaction (without taking into account transportation, interest, and other charges) is therefore 428 taels, or about 4½ per cent.

This apparently simple transaction, however, is complicated by the fact that the rate of exchange is subject to constant fluctuations: the value of the tael in American currency is sometimes as low as $0.53 and sometimes $0.60 or more. If at the end of the six months when the dealer's contract expires the value of the tael has declined from $0.57 to $0.53, he must pay 9,434 taels for the gold with which to meet his obligation of $5,000 to the importer, and as he receives only 9,200 taels from his customer he stands to lose 234 taels on the transaction. If, on the other hand, the value of the tael has risen to $0.60 in the time stated, only 8,333 taels will be required to meet the obligation and the dealer's profit in such a case will be 867 taels.

RESULTING RISKS IN COTTON-GOODS TRADE.

The average Chinese dealer likes to take a risk if he thinks that at the expiration of his contract exchange will be in his favor; but if he thinks it will be against him he may arrange with his banker to buy $5,000 gold, or any part of it, on a certain day at a stipulated rate of exchange; or if he desires to speculate he may both buy and sell. Speculation is sometimes eliminated by a mutual agreement between the dealer and importer that the obligation shall be paid at a fixed rate of exchange regardless of the market rate on the day of settlement.

Inasmuch as foreign goods are constantly being bought and sold and all transactions are closely related to the rate of exchange and its fluctuations, it is apparent that the ultimate result is to produce a great lack of stability and uniformity in trade and to inject a large element of speculation and risk into every business deal. One example will further serve to emphasize this point. Suppose a dealer purchases 100 bales (2,000 pieces) of grey sheeting at $50 per bale, and

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when he comes to settle the bill of $5,000 the rate of exchange is $0.60; in that case he must pay 8,333 taels for the lot of goods. A second dealer may contract for 100 bales of the same goods, to be delivered a few months later than the first dealer's lot. When the second dealer comes to settle, the value of the tael may have declined to 57, and in order to meet the obligation he will have to pay 8,772 taels. Not infrequently the dealers buy on their own account and not on an order from a merchant in the interior. The first dealer, therefore, has in stock 2,000 pieces of grey sheetings, which cost him 8,333 taels; the second dealer has a like quantity of the same goods, for which he has paid 8,772 taels. In order to come out even on the transaction the first dealer can offer his goods on the market at 4.16 taels per piece, whereas the second must get 4.38 taels for his lot. With this difference at 5 per cent, which in cotton goods is very large, the second dealer is naturally greatly handicapped in trying to dispose of his goods. Such instances as this are quite frequent because of the practice of maintaining large stocks in Shanghai, and they tend to demoralize trade, because the natural result is a lack of uniformity in the price of goods of similar character.

BUYING GOODS FOR FUTURE DELIVERY.

It will doubtless be of interest to set forth the various steps that are followed in the purchase of cotton goods for future delivery. In this case the dealer contracts with the foreign importer for, say, 100 bales (6,000 pieces) of English 12-pound grey shirtings at 10s. per piece, or £30 per bale, c. i. f. Shanghai, to be delivered in January, February, and March. The importer usually buys on terms of four months from the receipt of documents, which in this case would probably arrive on December 1, making the due date of the draft April 1. In January the dealer begins to take delivery of the goods. If exchange is, say, 2s. 4d. to the tael, he must pay approximately 257 taels (£30 at 2s. 4d. to the tael) for each bale. When goods are bought in gold on order, however, the dealer usually pays the customs duty and landing charges. The duty on 12-pound shirtings is 0.12 haikwan tael per piece, which is approximately 0.13⅓ Shanghai tael (the currency of trade), or 8 taels per bale of 60 pieces, and the landing charges are about 0.12 tael per bale. The total cost to the dealer ex godown or warehouse is, therefore, 265.12 taels per bale. Each time the dealer takes delivery of a bale he pays this amount, usually in a native bank order, to the importer. But the settlement of the exchange is made only when the last bale is delivered, or an agreement may be reached for a time of settlement. If he desires he can settle exchange before the goods arrive, in which case all interest charges cease. But if he postpones settlement until the bill is due he must continue to pay interest until the bill is paid.

If the foreign importer so desires he can cover the transaction by contracting with the bank for enough gold with which to settle his draft at a stipulated rate of exchange, but if, contrary to his expectations, the rate of exchange declines and the dealer settles at the low rate, he may receive a smaller amount of taels than that which he has agreed to pay the bank for the gold with which to meet his

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foreign obligation, in which case he suffers a loss. Many of the importers claim that they are frequently exposed to risk and loss by reason of the fact that the Chinese dealers, on one excuse or another, are unwilling or unable to settle on the agreed date if the rate of exchange is against them, and that, in consequence, they have to carry them for several months beyond the time of the expiration of the contract. The interest in such cases is charged against the dealer, but naturally there is a limit to which importers can go in such matters, particularly if they find it difficult to secure an extension or renewal of the drafts that the banks are holding against them.

The chief purpose in thus describing at length the confusing system of currency in China and the effect of fluctuations in exchange on trade is to bring home to America cotton manufacturers an appreciation of the risks and speculation to which the importers who handle their goods in this market are constantly subject. Several importers whom I interviewed stated that one of their principal reasons for ceasing to handle American cotton goods was that the small margin of profit in the business was not sufficient to compensate them for the losses which they often suffered in the settlement of exchange. When I asked them if the same criticism could not be lodged against English goods, they stated that the commission on the latter was larger and that the risk was not so great, because the English granted more liberal terms of credit. The American manufacturers, they stated, usually demanded cash in New York on the day of shipment and forced the importer to take all the risk. An intelligent study of the relation between exchange and trade on the part of American cotton-goods manufacturers and exporters would doubtless lead to a better understanding of the reasons for the lack of enthusiasm for handling our goods on the part of importers in China and to mutual cooperation to minimize the difficulties which surround our trade.

EXCHANGE FLUCTUATIONS AND PRICES IN CHILE.[1]

The rapid fluctuation of the Chilean paper peso deters exporters from quoting prices f. o. b. destination and the majority of purchases are made f. o. b. port of shipment. Quotations are sometimes made in "pesos oro" f. o. b. Valparaiso or other port convenient to the destination. The value of the peso oro (gold peso) is fixed by law at 18 pence (36.5 cents). Customs dues are payable in paper pesos at a rate varying from week to week but sufficiently high to cover the difference between the paper and gold values.

One of the disadvantages from which Chile suffers is the lack of a stable currency. The monetary unit is the gold peso, but there is a lack of gold coins and the general business of the country is carried on by means of paper notes, which fluctuate in value from day to day. Five, ten, and twenty peso gold pieces are coined, but the total amount in existence is very small and it is unusual to see a gold coin in circulation. The following table shows the exchange value of the paper peso in English pence, the usual quotation, in

[1] From "Textile Market of Chile," by W. A. Tucker, Special Agents Series No. 164, Bureau of Foreign and Domestic Commerce.

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nd July from 1900 to 1916, together with the average ach year:

	January.	July.	Annual average.	Years.	January.	July.	Annual average.
	Pence.	*Pence.*	*Pence.*		*Pence.*	*Pence.*	*Pence.*
.....	16.250	17.125	16.800	1909.....	12.875	10.562	10.781
.....	17.187	15.375	15.875	1910.....	10.687	10.968	10.781
.....	14.125	15.625	15.187	1911.....	10.937	10.625	10.625
.....	16.375	16.687	16.625	1912.....	10.343	10.093	10.125
.....	16.562	16.625	16.375	1913.....	10.094	9.562	9.750
.....	16.125	15.812	15.625	1914.....	8.968	9.500	9.968
.....	14.125	14.375	14.375	1915.....	7.500	8.000	8.250
.....	13.375	12.375	12.760	1916.....	8.529	9.253	9.460
.....	10.375	8.562	9.625				

cember 1, 1916, the peso was quoted at 11.604 pence, but t time there has been a gradual rise in the value, with s at times, until on September 7, 1917, the rate was 14.5 The influence of the enormous favorable trade balance can n the increased value of the peso.

ck of stability in the currency naturally makes all business less speculative unless sales and expenses are covered by with gold. Many of the stores make their prices in gold t of the importers in selling to their clients quote on a gold that the purchaser stands the risk of fluctuations. The ons in value are felt very severely by the employees of houses, who are paid in the money of their own country; the in value of the peso has the effect of decreasing their salaries, expenses remain practically the same in pesos, but the pound r buys fewer pesos.

al years ago the fact that an unstable currency is a hindrance conomic development of the country led to the passage of a t had for its object the equalization of the paper with the gold accumulation of a gold reserve abroad. An office of emission thorized, which was to issue legal-tender notes at the rate so for each 18 pence against the deposits of gold in specified g centers, the equalization to take place on January 1, 1910; nditions were so unfavorable that on August 30, 1909, Congress ized the postponement of the reform until January 1, 1915, n time before that date as the paper peso arrived at and main- for six months a value in excess of 17.625 pence. The out- of the European war further postponed currency reform for

amount of paper money in circulation in 1916 was 177,980,119 and the gold reserve accumulated for the purpose of placing currency on a firm basis amounted to 87,759,702 pesos 32,291), kept as follows: By the State, 3,643,634 pesos 29,926); in England, 58,765,776 pesos ($21,449,508); in Ger- . 22,225,687 pesos ($8,112,376); and in the United States, ,605 pesos ($1,140,481). The external indebtedness of the try on December 31, 1916, amounted to 429,620,600 pesos gold 3,811,500), and the internal debt to 42,708,193 pesos gold ,588,490). The credit of the country is high, as its obligations net promptly and the amortization of the debt is progressing in ormity with the plans formulated.

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CREDIT INSURANCE.

DEMAND IN THREE NATIONS FOR A NEW INSURANCE FACILITY.

Among the important facilities which Great Britain and Germany are preparing for rehabilitating their foreign trade and enabling their manufacturers to make close competitive prices in the export markets after the war, is one for which a formal demand on behalf of the Illinois Manufacturers' Association was made at the recent Foreign Trade Convention at Cincinnati—a big institution of some kind for insuring the payment of bills in export transactions. The British Trade Corporation, established by the British Government and capitalized by the British banks as a financial corporation able to carry on large enterprises helpful to British commerce which sound commercial banking does not permit itself to do, has already announced the foundation of a department which will undertake the insurance of foreign bills. By recent mails from countries contiguous to Germany there come German newspapers which contain long articles showing that a strong demand is made in that country for either a great private corporation to insure both domestic and foreign credits, or a Government department to do it.

With England and Germany actually going ahead with important plans of this kind, the opening of the public demand for such an institution in this country becomes a matter of serious significance, because competition may force us to adopt some such measure. If England has worked out the way to make the insurance by a great institution of the financial strength of the British Trade Corporation a feasible and practicable thing, Germany will surely do the same thing.

We do not yet know enough about the British arrangements to judge how much will actually be done with credit insurance there, or how they have got over the serious problems of the scheme's practicability. In the minds of experienced exporters and bankers here, the crux of the feasibility of the scheme lies in the practicability of insuring at a small fraction of 1 per cent. If the premium were high, the facility would not amount to much. But the insurance of bills for a small commission would enable manufacturers to figure very close on their export price quotations, and the facility of making an absolute sale of fully insured bills, without liability of recourse, would be almost the equivalent, from the manufacturer's standpoint, of doing export business on a cash basis. This is a technical subject, but back of it is a very important innovation in the international economics of competitive world trade.

PROBABLE WORKING OF THE BRITISH PLAN.

The adoption of a system of insuring foreign credits by the British Trade Corporation arose out of a demand for this feature in the new institution while it was in formation. The Associated Chambers of Commerce of Great Britain adopted formal resolutions asking for it at their general convention in 1916. Although the recommendations of this representative body of English mercantile interests carry great weight, it was then thought that the idea would prove

[1] From The Americas, Vol. IV, No. 8, May, 1918.

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ticable. British bankers whose opinions were asked on the
were unanimous in saying that a commercial bank ought not
uct credit insurance or buy bills "without recourse," because
ıigh proportion of "mercantile risk" involved with the risk
purely financial and personal credit of buyer and seller in
ions. Commercial bankers regard such risks as beyond the
it of their business.

emand for insurance of these credits from the chambers of
:e was, however, taken up by the special committees on the
lines of trade which the Government's Board of Trade ap-
to study after-war problems when they made their inquiries
e necessity of financial facilities for the trades. It was as a
the official reports of these board of trade committees that
Government body which is establishing the British Trade
ion took the step of incorporating an insurance feature in
t institution's program. The British Trade Corporation,
, will insure bills for a commission, or premium. The con-
ıd terms of insurance are not known here at this writing.
the insured bills will not be purchased or financed by the
ın, but will be sold to banks or in the general money mar-
he British Trade Corporation's plan is to assume the full
yment on individual bills, and guarantee them absolutely,
lls will be of the highest "prime" quality, and ought to
ıble without question at the very lowest prevailing dis-

ea of the probable working of the British plan may pos-
ɔtained from the official recommendations of the commit-
/ asked for a guaranty of specific bills, based upon the
ıe foreign consignee. It was particularly stated that the
ıde Corporation should organize a complete credit survey
countries, obtaining much of its information from the
banks, which, the committees thought, would be willing
ıe corporation informed about the credit of foreign
nuch as its insurance facilities would probably assist
ɛir banking business, if such information were kept in
And upon the information thus gathered, the corpora-
ɔo be able to found very accurate averages of credit ex-
ıd by varying from the average in the case of individual
ignees, quote a premium on specific bills in case of busi-
em. The committees regarded it as a probable business
that British exporters would be able to charge the in-
niums to the customers, offsetting the charge by the
the price of the goods which being insured of immediate
ıld enable them to make. In the course of the report of
ɔmmittee it was stated:

ɔrought to our notice by several witnesses, though we have not
tain any reliable details on the subject, that there exists in Ger-
' insurance company which is willing, for a commission of about
uarantee approved long-dated bills of foreign trade. Thus, for
lerman company is said to guarantee to the German manufac-
ɔayment of bills accepted by Russian purchasers.
· of such a financial institution would, undoubtedly, facilitate
credit in the export trade. The insurance company would be
ıts and branches, to have on its books firms in foreign countries
would be able to give an insurance credit of a certain amount,
nding purchaser, at the time of his purchase, would be able to

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say that the credit asked for would be guaranteed. The indorsement by the insurance company of the bills given would make them largely marketable securities, and would, when they approached the last six months of maturity, bring them as negotiable instruments within the discounting functions of the ordinary joint-stock bank. The functions of such an insurance company could well be covered by the British Trade Bank. It is a business which requires the greatest care and skill, but should be quite possible of attainment. The main objections would be that a firm of standing asking for credit would probably not be willing to consider that they should be guaranteed, because, in fact, the cost of the guarantee would fall upon their purchase. We attach great importance to the establishment of the finest possible financial intelligence department in connection with the proposed British Trade Corporation, so that traders in this country and the Colonies may not be dependent on competing countries for information which is absolutely essential if credit is to be given with reasonable safety.

CREDIT INSURANCE IN GERMANY.

Curiously enough, the Germans, who worried the English by their doings in credit insurance, have begun to take very seriously what is now going on in England along these lines, and the discussion about the need of further facilities in Germany not only concerns future export business, but gives an insight into an apparent state of demoralization in the domestic situation within Germany the like of which does not exist in the hardest hit among the allies or the neutrals. Dr. Emil Herzfelder, director of the Hermes Insurance Bank, a typical German institution that combines a limited credit insurance with discounting, says in a recent article:

The establishment of a separate credit-insurance company is warranted on the ground of increasing necessity. As a result of the recent inflation, credit relations have become much more uncertain, and in some places the amounts of credit have rolled up to such huge sums that the striving for the thrusting off of a part of the risk upon shoulders more capable of bearing the burden is very lively. Cases are growing more and more numerous in which it is not the creditor but the debtor who requires the guarantee of a third party. The employment of credit as capital for merchants and manufacturers who are efficient but lacking in funds, in the rehabilitation of their concerns, obviously seriously affected by the war, will open up another sphere of activity to the new company in the period of transition, and also later on.

Certain forms of credit insurance have been in existence not only in England and Germany for many years, but in America. In Germany insurance banking has been carried on by private merchant bankers just as the acceptance by proxy through established houses of world-wide credit for a consideration gave rise in London to the "acceptance" as we have just begun to know it in this country. These German firms, strongly entrenched in Hamburg, are the ones referred to by the British committees, and their operations are very well known. For a consideration varying from one-tenth of 1 per cent to 4 per cent of the amount involved they would assume the risks of over-sea merchandising credits in almost any manner that could be asked of them.

A German manufacturer or trader, with a transaction pending, was able to go to one of these houses and obtain an option upon his guarantee of the credits involved at a fixed rate. He could go on with the transaction or not, as he saw fit, but he could figure exactly on the financing of it, because the Hamburg insurance banker would give him a rate for guaranteeing the paper at once, so that he could rely upon an absolute sale of his bill for cash immediately, and figure

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that. Or the insurance banker would offer to discount without
rse, or buy his bill outright. If the exporter was willing to
ill his goods reached the purchaser, who would accept them
hus eliminate the "mercantile risk" of a miscarriage of the
the insurance banker would take his paper, with only the cus-
's liability to become insolvent or shirk his debt, at a much
rate. He would give the German a particularly easy rate if he
lesired insurance on half the risk and carried half the credit on
rn account. He would also insure credit transactions on "open
nt" and sometimes make a cash arrangement in connection with
The great German commercial banks have erroneuosly been
ed with giving German export business these services as a mat-
patriotism. They may have taken bills of favored concerns
iout recourse," but they did not give the privileges to ordinary
an manufacturers. It was the "insurance bankers" who did
and they charged for it and made it a lucrative business.

KIND OF CREDIT INSURANCE NEEDED IN FOREIGN TRADE.

this country we have had a system of domestic credit insurance,
i, however, would not serve the purposes for which exporting
facturers now demand the new facilities. Our credit-indemnity
anies have insured the selling merchant against excessive losses
all his transactions, or from a fixed aggregate of transactions,
ing a certain period of time. To do this, they commonly make
amination of a merchant's records and arrive at an average
s credit experiences. They study his line of business and his
ods, also his customers. They then offer him a contract, with
ictive conditions and conditions which he must live up to in
ting credits, by which for a certain amount they agree to in-
ify him for losses running in excess of a certain percentage of
ross business. They thus virtually insure him against excessive
s from changes in general economic conditions, etc., rather than
the particular losses from specific transactions.
hat the exporters of England, the United States, and Germany
lemanding is an absolute insurance of the collection in full of
fic bills, by a big concern of financial weight sufficient to make
uarantee on a bill the equivalent of a big bank's "acceptance"
ie, as far as negotiability is concerned. When a bank "accepts"
l, it guarantees to future buyers of that bill that it will be paid
i due, without question or delay, and thus enables the maker to
it at a prime valuation. The bank, however, "accepts" only
i the understanding that it will have recourse to the maker,
nan who sold the goods, if the buyer should fail to pay. The
: gives a guarantee only to the holder of the bill. It will pay
but it will proceed to collect the money from the exporter here
s foreign customer refuses to pay. What the exporters who now
and credit insurance desire, is that some strong institution will
a small commission and guarantee the payment of bills, so that
can obtain their cash by selling the bills, and have no further
lity. It is a perfectly reasonable wish, for carrying the liability
i bills during transit and collection limits their ability to obtain
it for doing more business. Moreover, it is the rule for manu-

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facturers to add, say, 2 per cent, to their prices as a margin of guarantee to cover an imaginary or real average of loss through bad credits. Almost any one would rather be able to pay one-half of 1 per cent, have his credits all guaranteed, and use the 1½ per cent in meeting competition or increasing the profit. The service of a feasible credit insurance would be double; it would enable manufacturers to trim prices, and it would virtually add to their working capital. German manufacturers are now demanding that their Government recognize the national aspects of these economic features of credit insurance and their recommendations for a State bureau to guarantee export bills.

THE BANKS AND MERCANTILE RISKS.

The commercial banks of this country and England, which are so strongly organized with foreign branches as to be able to know the credit of foreign buyers intimately, have often been criticized because, on the strength of their foreign credit knowledge, they do not buy outright, without recourse to the seller, and on the credit of the consignee, the bills of exportations, charging a reasonable commission for the service. The banks have resisted the temptation to take these profits, on the ground that they must confine themselves to pure banking risks, and the "mercantile risks"—as they are called—of foreign collections are not within the realm of commercial banking. In actual foreign business the bulk of difficulty in making foreign collections arises not from the dishonest refusals of foreign merchants to pay—international merchants are the best credit risks in the world—but from refusals to accept consignments because of a wide range of reasonable misunderstanding between the parties. Busy manufacturers and merchants are not given to careful, detailed description in their correspondence. The buyer writes a brief order with one idea in his mind; the exporter fills it conscientiously with another in his. A few months ago an Argentine manufacturer of bathtubs sent an order to the United States for galvanized iron sheets. When the sheets arrived at Buenos Aires he refused to take them. The whole correspondence was referred to a mediary. Both principals, it is evident from the records, acted in absolutely good faith. The Argentine expected "bright" sheets; he received perfect "gray" sheets. At the worst the American concern was careless. Both are financially responsible. But a bank that would have bought the bill for that shipment outright would have been at a loss for it. The variation of these miscarriages of commerce is legion.

FEASIBILITY AND ADVANTAGE OF CREDIT INSURANCE.

The "problem" of insuring foreign bills will be comprehended almost entirely in the question how to fix a premium that will fit an average "mercantile risk." It can be solved, undoubtedly. The British Trade Corporation has arranged with a well-known marine insurance company to be its credit-insurance department. The marine underwriters of England are the world's most versatile judges of risks of all kinds. Lloyds will consider any kind of risk submitted to them, it is said. They insure as a standard business against rain at vacation-time, against twins in the family, against any variety of loss through breach of trust of employees. It is entirely feasible

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to judge of particular "mercantile risks." But to be a success the premium must be low. It will probably become highly competitive. If we take up the insurance of foreign bills over here there is no doubt that while the insuring institution will write its full guaranty of a bill as benefiting a buyer of the bill, in order to make insured bills freely negotiable, it will have a contract giving it recourse against the maker in case of palpable errors in business transactions. It might require a general bond of the insured, covering a range of business. It might require "acceptance" of the bill in advance by a bank, and then insure against the mercantile risks only. Or it might employ some practicable system of inspection of the goods to see if orders and documents conform exactly to specifications. Special laws might be adopted, holding exporters to stringent compliance with certain standards when they insure transactions. It has even been suggested that some great corporation should combine express business or forwarding, packing, and insurance. This would give it full control over the physical merchandise, and enable it to make sure of the "mercantile risks."

It has been said by advocates of this proposed facility for our commerce that the establishment of world-wide credit insurance in international commerce, either by one or more very large institutions, or by groups of smaller companies working closely as underwriters do, would automatically diminish the mercantile risks of trade by forcing both exporters and importers to conform absolutely to standards. A general vogue of insurance at fractional rates would with its economies make it well nigh impossible for exporters to export or importers to import without it. A record of continuous bad practice on the part of an exporter, or many refusals to accept goods, without the very best reason, on the part of an importer, would soon result in his being classed as a bad risk, with a high premium on his business, or exclusion. It would enforce careful handling of exportations and discourage captious or dishonest refusals to accept importations.

The proposition for American insurance of foreign bills was brought up at the foreign trade convention by Mr. George R. Meyercord, of Chicago, representing the Illinois Manufacturers' Association, at the conference on the problems of the small manufacturer—one of the group conferences at which the most practical discussions of the convention take place. Mr. Meyercord founded his argument upon the experience of domestic credit insurance, which is not the kind of insurance needed. He suggested that the great express companies, the insurance companies, and certain financial institutions should combine in the formation of a company to do a national business, but he did not specify the conditions and terms of the service.

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CHAPTER XIII.

DELIVERY OF THE GOODS.

INTRODUCTION.

There is only one fundamental factor in the export trade, and that is square dealing. That this is the prevailing practice on the part of both buyer and seller is obvious when we consider the growing volume of our exports. The misunderstandings which arise are primarily due to the failure of the buyer and seller to understand the things which are "taken for granted" each by the other; to see the other party in his business background, with its different trade customs, technical nomenclature, and legal systems. Square dealing consists of more than an honest interest. It must be based upon accurate knowledge and faithful performance of detail.

Goods are sold by description, oral and written; by photographs and drawings; by sample; and by specifications, standardized, technical and customary trade, and Government classifications or standards. The question of delivery of the goods according to contract was mentioned in the previous chapter in the excerpt on credit insurance. It is evident that the buyer as well as the seller shares in this mercantile risk.

The delivery of the goods as per order involves, not only the question of what constitutes delivery in accordance with the terms of the contract, but also the proper packing of the goods to meet the physical conditions of transportation, the tariff requirements of the importing country, the proper assortment in cases of bales to meet the resale or storage requirement of the importer. The accurate execution of all the documents connected with the shipment is of equal importance with the aforementioned requirements in making a satisfactory delivery.

DELIVERY IN RELATION TO CONDITIONS OF SALE.

ADVANTAGES OF C. I. F. QUOTATIONS.[1]

I believe that each of you will without argument concede that there are great advantages in the c. i. f. quotation. The advantages are recognized by those who do the largest foreign business, covering such important items as cotton, coffee, sugar, flour, iron and steel products, and many others. Not only are the advantages recognized

[1] A. M. Fisher, in Bulletin of American Manufacturers' Association, Mar. 22, 1913.

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but it is the general practice to make quotations c. i. f. foreign ports among merchants in these lines.

While you may concede that there are advantages in the making of quotations on a c. i. f. basis, I doubt if there are many of the members of this association who actually are quoting their products into foreign markets on that basis. I will endeavor to outline wherein the difficulty of making such quotations lies and to show in detail what are the advantages with this method of making prices.

First, it may be well for me to establish to and for your satisfaction my qualifications to speak with authority on subjects related to export and to you as manufacturers. I have been a manufacturer and had several years' practical experience in metal-working lines. Through that experience I learned more or less of the export problems as presented to the manufacturer then and now, of the various effective and ineffective schemes constantly offered by theorists in the export field, and of methods which have been thoroughly successful during the last 20 years. I may say that the concern with which I was connected and those that have sprung from it have reached a point where, I am told, they do a larger export than domestic business.

I have been in the foreign market for several years selling machinery and other lines of American goods. I was successful in contributing largely to the increased use of American machinery in the shops of Japan. I wrote many orders which were placed among the members of this association, and in some cases, I believe, placed the first orders from Japan.

I have personally investigated the problems and methods relating to export in England covering such matters as transshipments, banking, marine insurance on the Lloyds exchange, telegraph facilities, and their commercial customs. I have made similar investigations here also. I have been connected with export commission houses and thoroughly understand their methods and their functions. The plans, scope, and methods of export publications have been a part of my research and experience. I have enjoyed the association with those who acted as manufacturers' representatives in the export field, both domestic and foreign. For the past 10 years I have been an adviser in export matters, particularly with reference to telegraphic codes. My association with the export field covers 20 years.

C. I. F. AND F. O. B. QUOTATIONS COMPARED.

The world, or at least our part of it, is talking efficiency. The c. i. f. quotation is advantageous and desirable because it is more efficient than the usual quotation f. o. b. shipping point. There are several reasons.

It is well to understand the difference between the c. i. f. price and the f. o. b. price and also to understand the differences as to risk. A c. i. f. price quoted for a foreign port, includes the cost of the goods f. o. b. steamer, the marine insurance charges, and the steamer transportation charges to the foreign port in accordance with the terms of the bills of lading. An f. o. b. price is understood to be a price at point of sale, unless stipulated otherwise. By stipulation it may, of course, be effective at any point nominated.

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C. i. f. London and f. o. b. London are two very different things, as far as risk is concerned. The f. o. b. quotation, as a rule, includes all of the risks of the c. i. f. quotation, and in addition covers other risks. A quotation f. o. b. New York, as opposed to a quotation c. i. f. London, on a shipment destined to London will, as a rule, in practice, involve more risk than the c. i. f. quotation.

With the c. i. f. price no liability is involved beyond the cost of the goods and the prepayment of the insurance and freight charges. These prepayments are not mandatory, however, if the amounts are allowed to be deducted. With the c. i. f. quotation damage or loss after shipment does not accrue in any way against the shipper, save on proof of negligence, which, of course, is not voided.

With the f. o. b. price all liabilities are with the shipper until delivery is made in accordance with the quotation stipulation. If the stipulation covers delivery at a foreign port the risk is considerable. If it covers delivery at point of shipment it practically amounts to the same thing as a c. i. f. price, in view of the usual practice of the steamship companies and insurance companies to require prepayment of charges. No doubt you gentlemen have found these things to be true, if you have done any considerable business under direct commercial relations with foreign buyers.

The elements of the c. i. f. price have been suggested, but elaborated they will fairly be covered by the following:

Cost: The price of the goods f. o. b. steamer, including initial factory price, rail carriage to port of shipment, trucking or lighterage to steamer, derrick charges or lifting into steamer if extra heavy or bulky, charges due to special hazards, probable storage charges at port of shipment, drawback, if any, consular charges, and petties and postage.

Insurance: The premium charge covering a nominated period of time, perhaps both before and after the voyage.

Freight: All steamer charges covering shipment to destination in accordance with the terms of the bill of lading and the customary practices of the outward port as to the interpretation put upon the terms of the bill of lading.

I have said that c. i. f. price is more efficient than f. o. b. price made at the lading port, as is usually done. This you will readily understand when you consider the condition at the foreign port and also the logic as to the seller's obligations.

As to cost: The foreign buyer, if quoted at the factory, has no means of knowing the cost of rail or domestic carriage. If quoted f. o. b. cars port of shipment the foreign buyer has no means, except perhaps some bitter experiences, which enable him to know or judge as to the charges for such matters as trucking, lighterage, derrick or lifting hazards, storage, drawback, consular requirements, to say nothing of petties and postage.

As to insurance: He has no means of knowing the insurance rates or the premium amounts, owing to a lack of knowledge of other elements.

As to freight: He is, as a rule, unable to obtain a quotation of an outward freight rate at an inward port; that is, the steamship quotation from New York will not be given in Melbourne, but will be referred to New York. This is a general practice of the steamship companies. They publish no tariffs as do our domestic common car-

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Also, manufacturers frequently make serious errors in stating
s weight, net weight, legal weight, and the cubic measurement
products. This, of course, is an essential piece of information
ing laid-down costs in foreign markets. In many cases the
n manufacturers give no information related to this im-
matter, although they believe themselves to be making serious
oward a development of their export trade. It has come
ıy experience to see errors of over 100 per cent as to weights
surements, and substantial differences were frequent enough
e profanity. It is a practical waste of time to make quota-
ıny sort unless some idea, within safe limits, is given as to
ınd measurements.
ill appreciate from the foregoing that the foreign buyer is
nct disadvantage unless prices are quoted c. i. f., owing to
s beyond his control. The result is that their interests are
n in what may be termed "heavy" or "standard" lines,
ın in what may be termed "specialty" lines. But few of the
of this association are offering what I would term the
lines; most of you are offering specialties. As a rule, the
s are quoted c. i. f., and, I believe, it is true that most of the
lines are quoted f. o. b. lading port by the manufacturer.
s, being yourselves, are able to get all of the information
or the making of c. i. f. quotations promptly and with
nd little risk. If the elements are combined into the c. i. f.
ıuyer, who is really representing your interest, has his time
His risks are materially reduced and, incidentally, he is
work on lesser unit profit, thereby enhancing the volume
placed with you.

TESTIMONIES IN FAVOR OF C. I. F. QUOTATIONS.

en to great pains to investigate the attitude of the foreign
ılso of the consular staff representing the commercial in-
ıis country. I have edited and here quote the statements
o have expressed themselves. As typical of the attitude
ın merchants, I quote from a letter written by a responsi-
ın Australia, as follows:
our American manufacturers quote us f. o. b. steamer
'ity on terms of cash against shipping documents in New
rs seek to avoid some trouble to themselves and make us
s much trouble by quoting us f. o. b. cars New York City.
ompanies are so short-sighted as that no one of them
· agents in Australia to quote freight rates from New
ence in our estimates we always have to make a fairly
ance for fluctuations, too great an allowance in cases
tition is keen and close with German and British manu-
nce, of course, c. i. f. terms to us would be immensely
."
rican consular officers I quote as follows:
ıingham, England: "In respect to quoting prices c. i. f.,
it appeals to me, for the fact that Americans have
l prices f. o. b. New York, or some other American port,
materially with the development of commerce."

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From Budapest: "I consider your plan excellent, for one of the greatest objections raised by importers against importing from the United States was and is now the condition of f. o. b. New York or American lading port."

From Basel, Switzerland: "The idea seems to me to be an excellent one, c. i. f. giving the proposed purchaser of American goods a much clearer idea of what he really must pay for his merchandise than the classic f. o. b."

From St. Gall: "Let me add that your idea of quoting c. i. f. commends itself as practical and in line with consular experience."

From Valencia, Spain: "Quoting prices c. i. f. is certainly a step in the right direction. Indeed, so far as Spain is concerned, it is absolutely essential in securing and developing import trade in almost every line of manufactured products."

From Trebizond, Turkey: "The c. i. f. idea seems to me to be an excellent one. The first thing a prospective buyer here asks is, What is the price c. i. f. Trebizond? and if the prospective seller can not answer that question the buyer turns to some European house or agent who will name a price for the goods delivered at this point."

Competitive business is a practical impossibility without the use of c. i. f. quotations. Competitive business also requires the use of economical cable codes in making the c. i. f. quotations, although such codes have not been generally adopted by the American manufacturers in their export selling. Competitive business requires an understanding of foreign banking, foreign credits, as eliminated from the c. i. f. price, but of importance in relation to settlements.

FEASIBILITY OF STATING PRICES C. I. F.

The difficulties incident to the making of c. i. f. prices are not so great as many manufacturers believe. In the making of the c. i. f. price there are two predominant items, viz, the cost f. o. b. steamer and the freight charges. Unless the price concerns what I have termed heavy lines the fluctuations in either are of minor importance. that is, for a reasonable length of time.

With some exceptions, the price f. o. b. steamer on a given article will be the same, irrespective of the port of destination. So that if the price f. o. b. steamer has been made it is a simple matter to add the freight and insurance charges to this uniform base, according to the rates and charges quoted for different ports. Freight rates seldom vary as much as 5 shillings per ton, and compared to the value of the articles quoted, if specialties, will affect a c. i. f. price less than 5 per cent, and in many cases not one-half of 1 per cent. The manufacturers' selling risk is a great deal more than this in ordinary domestic transactions. A difference of a dollar and a quarter in the expense account related to a one-hundred-dollar sale is seldom a cause for serious worriment in domestic selling efforts.

Then, too, the transportation costs on specialties is a small percentage of the value of the shipment. Such a line as leather belting can be shipped all over the world for less than 5 per cent of its f. o. b. cost. Machinery, that is machine tools, will ordinarily not figure over from 7 to 8 per cent of the f. o. b. cost. So it is with light hardware and mechanics' tools; their value runs very high compared to the transportation costs.

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The American system of discounts, such as 25–10–5–7½–5 and 2½ per cent is an aggravation to the foreign buyer. In fact, many foreign merchants have never learned what a string of that sort means; and, if they have, will say "damn" on figuring off the bottom of a sheet of paper, trying to find the net price. I am not criticising this for American practice, for the discount book eliminates much of the trouble experienced by manual figuring, and the system is confusing enough to prevent comparisons of prices except by the expert and adept.

However, a discount system with some lines of goods in quoting c. i. f. is not impractical. Where the transportation cost is very low and the fluctuations in both the cost of the product and in the transportation rates are limited, it is not impractical to quote a discount covering c. i. f. terms. In such cases the prices may be made by the course of mails with safety.

The difficulty incident to quoting c. i. f. grows as the percentage relation of the freight charges to the cost of the goods increases. By this relation and the importance of fluctuations it must be decided whether it is safe to quote c. i. f. by due course of mails or by cable.

The American business men interested in export can not fail to appreciate the logical advantages of quoting c. i. f. prices, especially if the tables are turned. Consider a quotation made to a merchant in Cincinnati by a seller in Budapest, stipulating f. o. b. Budapest. I doubt if there is a gentleman present who would be willing to tackle the making of a statement of cost at Cincinnati when he found that the essentials could only be learned in Budapest. But I presume that 95 per cent of the quotations on specialties from the United States into foreign countries are of just such a nature. There is a string of inefficiency all along the line of our foreign trade efforts. The Europeans, while not perfect, with the pressure of competition which we have not yet felt, have gone far ahead of us in this matter of quoting c. i. f. prices.

A general move in the direction of quoting c. i. f. prices would, I believe, enhance the volume of foreign trade from this country, and also prevent many of the abortive attempts to secure export business on the part of the American manufacturers, preventing the enormous waste incident to present methods.

STEEL PRODUCTS CO.'S CONDITIONS OF SALE.

C. I. F. AND C. & F. SALES.

(This form is used when material is sold c. and f. or c. i. f. some port in a foreign country, usually for shipment via New York and ocean.)

The seller referred to in these conditions of sale is understood to be the United States Steel Products Co.

1. The seller accepts no responsibility for the arrival of goods at destination or for loss or damage in transit. The purchaser assumes all risks of transportation except such as are covered by the legal responsibility of the carriers (or, on c. i. f. sales, by the insurance), and accepts and agrees to all usual and customary clauses in the bills of lading, as well as such additional clauses and stipulations as may

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be lawfully imposed by the carriers as a condition of their accepting the goods for transportation. The tender to the purchaser or his authorized agent, of shipping documents consisting of proper bills of lading, and, in the cases of c. i. f. sales, negotiable insurance certificate, constitutes full and final delivery on the part of the seller, and entitles it to immediate payment in full for goods shipped, without prejudice to the subsequent adjustment of just claims on the part of the purchaser.

Unless otherwise agreed in writing, the purchaser will receive the goods at destination ex ship's tackles as fast as vessel can discharge, and it is further agreed that the seller is entitled to select the route, port of shipment, and vessel with privilege of stopping in transit at port or ports. Unless otherwise agreed in writing, any charges at destination, including lighterage, wharfage, or landing charges, dues, duties, etc., are not included in seller's price.

2. Unless otherwise stated in quotation, the insurance on c. i. f. sales is understood to be marine insurance only to destination covered by sales price, free of particular average, English conditions, for a sum equal to the amount of the invoice plus 10 per cent. Other forms of insurance, if obtainable, must be agreed upon in writing prior to acceptance of order, the additional cost to be for the account of the purchaser, but no form of insurance will protect against rust or other damage unless caused by a peril of the sea.

3. All consular fees for legalizing invoices, stamping bills of lading or other documents required by the laws of the countries of destination, are payable by the purchaser and are not included in the seller's prices. If not otherwise arranged, the seller is authorized to pay same for purchaser's account, and add the cost to the invoice.

Seller will take out consular documents as agent for the purchaser, who must state how the goods are to be declared, and, if the purchaser does not furnish the necessary instructions, seller will make declaration according to its best judgment, but will not in any case be responsible for any fines or other charges due to errors or incorrect declarations.

4a. The seller shall not be liable for failure to perform this contract in whole or in part, if such failure is due to fires, strikes, disputes with workmen, war, civil commotion, epidemics, floods, accidents, delays in transportation, shortage of cars, or other causes beyond the reasonable control of the seller or of the manufacturer; nor shall these exemptions be limited or waived by any other terms of this contract whether printed or written; such contingencies shall not release the purchaser from his obligation to pay for the goods in accordance with the terms of sale. Provided, however, that in the event of such unavoidable delay the purchaser may, subject to previously obtaining the consent of the seller, cancel such portion of the goods already specified as is not manufactured nor in process of manufacture at the time his request to cancel reaches the manufacturer's works.

4b. The seller may ship any portion of the goods as completed at the manufacturer's plant, and payment for that portion of the goods shipped shall become due in accordance with the terms of payment herein specified. Insistence upon suspension of manufacture or suspension of any shipment if not acquiesced in by the seller may be treated by the seller as a wrongful termination of the contract on

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part of the purchaser; and the purchaser shall therefore be liable all damages arising out of such termination.

In the event of the purchaser failing to furnish complete specifications and instructions within the time specified in the contract, seller shall be entitled, at its option, to cancel such portion of the ract as may remain unexecuted, or to make shipments in accordwith the specifications and instructions which the purchaser have furnished for previous shipments on account of the same previous contract.

If the purchaser requires inspection, it must be made at manurer's plant, and such inspection and acceptance shall be final. sonable facilities will be afforded to inspectors representing the chaser to inspect material and to apply, previous to shipment n the manufacturer's plant, tests to which the seller has previly agreed.

. Claims will be considered by the seller only when made mptly after receipt of the goods and due opportunity has been en for investigation by seller's own representatives. No claims labor nor involving consequential damages will be recognized. ods must not be returned except by permission of seller.

. The seller agrees that the goods shall leave the manufacturer's nt in good condition and the purchaser assumes all risks of rust or er damage during transportation.

. The goods are to be exported to the destination stated by the chaser at the time the inquiry is made, and the purchaser guaran- that the goods will be shipped to that destination, and agrees furnish, if required by the seller, a landing certificate duly signed the customs authorities at the port of destination, certifying that goods have been landed and entered at that port.

The seller reserves the right, even after partial payment on acnt of any contract with the purchaser, to require from the purser satisfactory security for the due performance of his obligans, and refusal to furnish such satisfactory security or the fail- of the purchaser to execute any of his obligations under this or y other existing contract will entitle the seller, upon notice to the rchaser, to suspend shipments or cancel the contract, or so much it as may remain unexecuted, without prejudice to any claim for mages the seller may be entitled to make.

10. Unless otherwise stated in quotation, seller's terms are underod to be net cash in exchange for relative documents mentioned rein, to be tendered to bankers approved by the seller, with whom evocable credit is to be established when order is entered and bere goods are manufactured.

11. Every quotation is based on the understanding that, if acpted and the seller should elect, formal contract satisfactory to the ller will be signed by the purchaser.

CONDITIONS OF SALE F. A. S. VESSEL.

(This form is used when material is sold f. a. s. vessel New York, ually for shipment via New York and ocean.)

The seller referred to in these conditions of sale is understood to the United States Steel Products Co.

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1. It is understood and agreed that f. a. s. vessel means delivery by the carriers alongside the vessel or at the wharf, pier, or other customary place of receiving goods destined for shipment by vessel. The seller may, at its option, tender to the purchaser or his agent the usual ship's receipt or a prepaid railroad bill of lading from the works to the port of shipment, providing for free delivery by the carriers within the usual lighterage or railroad delivery limits of the port, and the tender of such ship's receipt or railroad bill of lading shall be full and final delivery. In every case, the purchaser agrees to furnish the seller, promptly after the sailing of the vessel, with a customhouse bill of lading properly signed, checked, and indorsed, as evidence of exportation.

In case the seller elects to tender to purchaser the usual ship's receipt, the purchaser agrees to furnish seller, immediately on the arrival of the goods at port of loading, the name of vessel by which shipment is desired; and the seller undertakes to place the goods alongside vessel, if sufficient time is allowed the railroad or transportation company, and the vessel in question will receive them, but the seller does not assume any liability for expenses arising from failure of the railroad or transportation company to make delivery within the specified time.

In case the purchaser does not supply the seller, promptly upon arrival of goods at port of loading with name of vessel and such other shipping instructions as may be necessary, or, in case purchaser designates a vessel, of which the date of sailing is such that material can not be held on cars or in railroad warehouse without charges accruing (1) any demurrage or other charges made by the railroad company for detention of cars, unloading, storage, etc., and any damage to the goods consequent upon such detention or unloading will be for purchaser's account and risk, and (2) the seller may, at its option tender to purchaser an order on the railroad company to deliver the goods to the purchaser at the railroad dock, and the tender of such delivery order shall be full and final delivery.

2a. The seller shall not be liable for failure to perform this contract in whole or in part, if such failure is due to fires, strikes, disputes with workmen, war, civil commotion, epidemics, floods, accidents, delays in transportations, shortage of cars or other causes beyond the reasonable control of the seller or of the manufacturer; nor shall these exemptions be limited or waived by any other terms of this contract whether printed or written; such contingencies shall not release the purchaser from his obligation to pay for the goods in accordance with the terms of sale. Provided, however, that in the event of such unavoidable delay the purchaser may, subject to previously obtaining the consent of the seller, cancel such portion of the goods already specified as is not manufactured nor in process of manufacture at the time his request to cancel reaches the manufacturer's works.

2b. The seller may ship any portion of the goods as soon as completed at the manufacturer's plant, and payment for that portion of the goods shipped shall become due in accordance with the terms of payment herein specified. Insistence upon suspension of manufacture or suspension of any shipment if not acquiesced in by the seller may be treated by the seller as a wrongful termination of the contract on the part of the purchaser; and the purchaser shall thereupon be liable for all damages arising out of such termination.

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3. In the event of the purchaser failing to furnish complete specifications and instructions within the time specified in the contract, the seller shall be entitled, at its option, to cancel such portion of the contract as may remain unexecuted, or to make shipments in accordance with the specifications and instructions which the purchaser may have furnished for previous shipments on account of the same or a previous contract.

4. If the purchaser requires inspection it must be made at manufacturer's plant, and such inspection and acceptance shall be final. Reasonable facilities will be afforded to inspectors representing the purchaser to inspect material and to apply, previous to shipment from the manufacturer's plant, tests to which the seller has previously agreed.

5. Claims will be considered by the seller only when made promptly after receipt of the goods and due opportunity has been given for investigation by seller's own representatives. No claims for labor nor involving consequential damages will be recognized. Goods must not be returned except by permission of seller.

6. The seller agrees that the goods shall leave the manufacturer's plant in good condition, and the purchaser assumes all risks of rust or other damage during transportation.

7. The goods are to be exported to the destination stated by the purchaser at the time the inquiry is made, and the purchaser guarantees that the goods will be shipped to that destination, and agrees to furnish, if required by the seller, a landing certificate duly signed by the customs authorities at the port of destination, certifying that the goods have been landed and entered at that port.

The seller reserves the right, even after partial payment on account of any contract with the purchaser, to require from the purchaser satisfactory security for the due performance of his obligations, and refusal to furnish such satisfactory security, or the failure of the purchaser to execute any of his obligations under this or any other existing contract will entitle the seller, upon notice to the purchaser, to suspend shipments or cancel the contract, or so much of it as may remain unexecuted, without prejudice to any claim for damages the seller may be entitled to make.

8. Unless otherwise stated in quotations, seller's terms are understood to be net cash in exchange for relative ship's receipt, to be tendered to bankers approved by the seller with whom irrevocable credit is to be established when order is entered and before goods are manufactured.

9. Every quotation is based on the understanding that, if accepted and the seller should elect, formal contract satisfactory to the seller will be signed by the purchaser.

DISPATCHING SHIPMENTS.

FORWARDING TO LATIN AMERICA.[1]

Freight forwarding to the southern Republics involves considerable detail, and it can be handled in various ways. When the manufacturer is represented in New York City or other port from which he can ship, his own employees can attend to the papers. When he is not so

[1] From "Trading with Latin America," by E. B. Filsinger.

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represented it is necessary for him to decide upon the best means of having his consignments forwarded. Following is a brief list of the means to which he can resort, with a short outline of each:

Foreign freight agents of railroad companies.—The growth of the foreign trade of the United States has compelled many transportation companies to enlarge their facilities for attending to export details. It often happens that no charge is made for the service, this condition having been brought about by keen competition. In many instances where a charge is made it is a nominal one only.

Express companies with foreign freight departments.—Some of the express companies which are doing a large business abroad include freight forwarding in their service. With the express companies compete the trucking or drayage concerns, who still further crowd the field, frequently looking after every detail of forwarding, as well as drayage and transfer.

Steamship lines.—These for some time have been following the policy of forwarding shipments consigned to their care. This rule does not apply to all lines, but certain companies which have sailings for Cuba, Porto Rico, and Central America are glad to attend to the necessary documents, etc.

Foreign freight forwarders.—One of the chief factors in forwarding freight from New York is the forwarding agent. The business of freight forwarding has increased very rapidly, and many of the concerns are exceedingly large. Reliable firms can be of material aid, not only in the prompt dispatch of shipments but in obtaining and quoting rates for steamship space. Forwarding agents, like all who attend to dispatching shipments, make a small charge.

FORWARDING COMPANIES.

Steamships are not always available. As a result, freight rates fluctuate greatly. There is no official means of supervising these, inasmuch as so many foreign companies are in competition. Because of this fact freight agents (forwarding companies) often are able to quote lower than the tariff usually fixed. This is done by contracting with the steamship line for a certain amount of space at a given figure, and then reletting it. The difference, less expenses, is one of the profits of the forwarding company.

The assistance given by freight forwarders includes the following: (*a*) Locating shipment on arrival at port; (*b*) transfer to steamship line; (*c*) obtaining Government permits for export; (*d*) attending to necessary shipping details, including application for space, etc.; (*e*) contracting for the freight rate; (*f*) arranging for necessary insurance (risks of war, pilferage, miscellaneous damage, marine loss, etc.); preparation of drafts and other documents; (*g*) forwarding of the papers to destination; (*h*) arranging for discount of drafts (either on own account or for that of shipper).

In choosing a freight-forwarding agent much caution is necessary because of the fact that there are so many unreliable agencies. It is the practice of these concerns (which have no standing), to take advantage of the ignorance of the manufacturer located in the interior for the purpose of rendering invoices which are incorrect, etc. While the practices of such concerns may eventually become public,

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ievertheless are a source of considerable annoyance and trouble
tin-American buyers while they operate.
press and parcel business often is carried on by the freight-
rding concern. This is due to the fact that the concern can
ie space for which it contracts in any way it sees fit. As a
quence, the charges made by freight forwarders for small pack-
often are less than the rate quoted by a steamship line for a
ium bill of lading. For the same reason, freight-forwarding
ies are able to send on one bill of lading miscellaneous small
ents as a combination lot which otherwise could not be for-
d, except at excessive cost.
rates of freight-forwarding agents differ somewhat. It is the
a to make a small charge of from $1 to $2 for the preparation
invoice, translation of the documents, etc. When forwarders
fter insurance there is a further charge and commission, and
se one on the transfer charges, etc. In any event it is desir-
o consult with and obtain quotations from a number of agen-
order to be sure that the proper rate is being paid.

OCEAN FREIGHT RATES.

se, unlike rates on railroads, are quoted on the basis of meas-
nt. However, because of the character of certain freight which
ls 56 pounds per cubic foot in weight, steamship lines assume
ivilege of forwarding on that basis. It is important to note
fference between the ton of 2,000 pounds as used on land and
ean ton of 2,240 pounds, calculated to equal 40 cubic feet.
irements always take into consideration the absolute outside
sions, and when strips of wood are attached to cases or con-
s of any kind, the outside of these is the basis upon which the
t is charged.
an rates include the word "primage." It should be considered
ry calculation. It is the survival of an old system which pro-
for a percentage to be added to the rate.
es for ocean freight may be secured from the following:
In the interior, from the railroad companies. The export
when one exists, or the commercial agent, can quote or wire
tes.
Freight-forwarding agencies and express companies in New
or through their branches in the interior, will gladly quote
ver in a position to do so.
Steamship lines, either from their New York offices or from
ies in interior cities, will supply the data required.
imum charges are invariably fixed by steamship lines, a speci-
uantity in weight or measurement of freight being given. It
use of this minimum bill of lading that application should be
to freight-forwarding agencies for rates on small shipments.

DISPATCHING DOCUMENTS.

forwarding of documents promptly is a prime essential. It
utmost importance that papers covering shipments go by the
steamer that carries the shipments. If this is not done they
ot be removed promptly from the warehouses at destination.

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As a result, storage charges accrue. Furthermore, consignees may need the goods badly and the delay in getting them may result disastrously for the shipper. When the manufacturer himself attends to forwarding the papers, not depending on forwarding agents, it is quite as vital that this matter be given attention.

Economical routing should be sought in the case of every shipment. The Latin-American importer appreciates the efforts of his correspondent to route shipments properly in order to obtain the advantage of every effort and economy; the freight situation in New York, especially, is such that before dispatching freight for Latin America a study should be made to ascertain the dock or wharf at which the steamer (which will carry it) is located. This having been learned, the consignment should be placed in the hands of a railroad with terminals in proximity to the steamship line. By adopting this course transfer and drayage charges may be minimized.

Advance payment of freight charges invariably is demanded. Shipments are not forwarded unless charges are fully covered. Both steamship and railroad companies prefer to have, at least, the charges for the freight from the interior city to the port fully paid at point of origin.

FORWARDING ROUTINE.

The following outline of the manner in which goods are dispatched from New York, and the papers that are necessary for their clearance, will prove of value:

(*a*) Arrival of shipment on railroad at terminal. In case of very large shipments in carload lots free lighterage is granted, provided the bill of lading is marked very plainly "for export, lighterage free."

(*b*) Shipping permits are requested from the steamship line that is to carry the freight. If arrangements have been made for space, either direct or through a forwarding agency, the permit is granted. This document shows date on which the shipment can be received at the steamer, time, place of delivery, etc.

(*c*) The shipping permit is turned over to the truckman, who carries the freight to the railroad terminal where it is delivered at the place marked in the permit.

(*d*) In lieu of the dray ticket, also carried by the truckman, a receipt is granted by the clerk of the steamship company. Necessarily, the dray ticket must bear complete information regarding the marks, numbers, etc., of the shipment, in addition to an accurate description thereof.

(*e*) The steamship bill of lading is issued upon delivery of the receipt granted at the dock. This is the final receipt and must be particularly well guarded because in it are vested all the rights to the shipment which it covers.

(*f*) United States customs clearance. Before a bill of lading is issued by a steamship company it is necessary to furnish a custom-house clearance which has been obtained from a collector of customs. This document is very important, because it is required by the customs officials and must be supplied with the ship's manifests to obtain clearance papers. The need for such documents is apparent when it is realized that their purpose is to prevent illegal shipments of various kinds. There clearances are attended with considerable

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formality and strict regulations regarding them have been adopted by the Government. Full information about these papers may be had of freight forwarders and of forwarding agencies.

(*g*) Declaration and certificate of origin of merchandise. This document furnishes proof of the origin of the merchandise.

EFFICIENT HANDLING OF FOREIGN ORDERS.[1]

There are hundreds of manufacturers of miscellaneous merchandise and jobbers of a general class of small manufacturers who have begun to receive orders from abroad, perhaps from South American countries, and have wondered whether the trouble of filling and shipping these, with the extraordinary care they felt called upon to give them, does not eat up very nearly all the profits of the business. Anything that breaks in on the orderly routine of organized handling of orders in a big establishment is costly. An old-established manufacturing concern that has systematized its foreign business so that it moves right along automatically with the domestic permits us to describe the way an order is handled by its forces.

The company manufactures overalls, corduroy, rough-it, and riding suits, working shirts, heavy mackinaw jackets, and every kind of outer clothing that workingmen, farmers, miners, lumbermen, railroad employees, etc., wear, in every grade and style, and the reputation of its goods has not only covered this country for many years, but extended to many foreign countries, so that it was induced to organize for a general foreign trade. Its suits are worn by people who do rough outdoor work all over the world.

It receives orders, therefore, from Africa, South America, and other far-away regions, and these almost invariably are for many different articles. The company has a number of factories, east, west, and south, where particular goods are manufactured. A comprehensive order, therefore, calls for goods from storerooms widely scattered.

CARE IN FILLING ORDERS.

The export orders receive particular attention, but the foreign business has been so systematized that this particular attention has been welded into the routine and no efficiency is lost. Domestic business is carefully handled, of course, but with the prevailing tendency in this country to small orders, quickly delivered by shipments going only a few hundred miles, the chance of substituting the next best thing for an item that is out of stock or of sending part and waiting for the rest of a shipment is ordinarily taken. With foreign orders it is necessary to keep exactly to specification, excepting in the case of a few customers with whom there is an understanding, and so a little more care is automatically provided for in connection with them.

In the New York office of this company export orders are referred to employees especially detailed to handle them. Upon the receipt of the letter the entire handling of the business is provided for. Especially designed blanks have been worked out, upon which is detailed everything that must be done, from the picking out of the garments to the shipping of the boxes or bales.

[1] From The Americas, Vol. I, No. 3, pp. 42–44.

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By means of an adaptation of the system used for domestic business as many different "factory orders" as are needed to get the goods all assembled are made out at one time. The foreign order may call for so many dozen garments made in New York, some made in Joliet, Ill., a few dozen made in New Orleans, etc. It is necessary to get all of the goods together, excepting in the case of extraordinary shipments. The separate "factory orders" go out on their way mailed with batches of others. They are filled with especial care, being marked "export order." In most of the storerooms of the company all export orders are "picked up" by particular employees, who either handle no others or are experienced in this work along with their general duties.

This company regards the necessity of proper shipping as of such importance as to warrant the transfer of goods from all its outlying factories to the New York shipping department in Newburgh, N. Y., for packing. Only in case of exceptionally large orders to ports of certain South American countries are the goods sent direct in different shipments from the factory of origin. In order to avoid delay, export orders are everywhere quickly handled.

PACKING AND MARKING.

This company has devoted much study to the packing of merchandise sent abroad, but the uninitiated onlooker in the packing room would notice nothing extraordinary about the handling of South American shipments if his attention were not specifically called to it. The whole thing has been well systematized. The man who is at the head of the packing department personally supervises or himself packs the export stuff. He is an adept at this.

In the first place, he has had all his packing materials assorted, and the best of the wooden boxes are set aside for the export orders. He does not use boxes different from those needed for domestic orders. He says that the railroads handle boxes in no gingerly way, and so he must pack well even for a 100-mile shipment. But for the boxes to be sent to South America he picks the best shooks, the sides and ends that are made of good, tough, solid boards without knots, the kind that will take many nails without splitting.

Wherever possible, South American shipments are made in burlap bales. A large order from one of the west-coast mining companies for overall jackets was packed in this way. It went in bundles of 10 dozen jackets. The jackets for each bale were carefully stacked, one bundle upon another in a screw press with a board at the bottom and another at the top. The press was screwed down till the stock of jackets occupied less than two-thirds of its loose bulk. Then four stout hemp ropes were passed around the top and bottom, outside the boards, and securely tied. When the pressure was released, the bundle was found to be pressed hard together, each garment so tightly held that it was impossible to move it without cutting the ropes.

The pressing took about 10 minutes of two men's time. The chief packer finished the packing after the bundle had been thrown upon his work table. A length of new burlap, a piece of heavy waterproof paper of the same size, and sheets enough of a special tough "leather

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r" to cover this were already on the table. Deftly the packer ·ed the bundle in another 10 minutes, sewing the burlap with y twine with a seam that knots it together every 2 inches, so that cage of the cord anywhere would not permit the covering to off.

)t all the company's goods can be baled in this way. The tight ure breaks composition buttons on some garments. Others it is sary to box, because baling would result in their reaching the mer so sharply creased, or pressed out of shape, as to be less le than when boxed. When boxes are used, the goods are care- placed in them and in most cases forced in with some pressure rder that there shall be no movement or any space of the box cupied. A tightly packed box, securely nailed and strapped iron bands or good twisted steel wire, will not come apart as y as one loosely filled. The boxes used by this concern are of l about three-quarters of an inch thick. They are especially forced at the edges. The lining of waterproof paper, next the l, and of "leather paper," next the goods, is always put in for- shipments.

he marking and shipping instructions are especially given upon order blank which the packer receives with the merchandise. marking is usually done according to the customer's directions, ch conform to the customs requirements of the country to which shipment is bound, with the rules of the steamship company, and the customer's own business system. The bundle wrapped in ap was going to a mining company in Chile. It has its own s. This company's private mark was to be stenciled on the top very bundle or box and on three sides, together with the dimen- s, the gross and the net weight given both in pounds and kilos, and name of the port of destination. The manufacturing company ed its own name and the legend "Made in U. S. A." in the extreme ner of one side. The work of packing and marking is done with idity that comes from long practice in this company's shipping m. The packer had his quick way of measuring, weighing, and ciling.

a special employee in New York attends to the shipping of for- n goods, another cooperates in securing insurance documents, see- to consular invoices and bills of lading, and in dealing with the k that collects the draft. which is a part of the transaction.

FORWARDING.

A special form of consular invoice has been devised by this com- ny to cover shipments to all Latin American countries. Certain the statements provided for upon this form are not required by ne countries, but they are put in, even where superfluous, to avoid y possibility of understatement. It is worded in Spanish and glish, the English line underneath the Spanish everywhere.

Five duplicates, beside the original, are made of this, and for some tomers a copy is provided in Spanish.

The routine of shipping is as follows: The steamship company is nmunicated with in regard to date of sailing and a written per- t for putting the goods aboard is obtained. On this permit it is

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By means of an adaptation of the system used for ness as many different "factory orders" as are goods all assembled are made out at one time. may call for so many dozen garments made in in Joliet, Ill., a few dozen made in New Orlea to get all of the goods together, excepting in nary shipments. The separate "factory way mailed with batches of others. They being marked "export order." In most company all export orders are "picked who either handle no others or are ex with their general duties.

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..." by W. A. Tucker, Special Agents Series No. 126, Bureau of
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stated when the goods will be received. A dock receipt is made out in duplicate upon the steamship company form. The boxes or bales are taken by a local transportation concern, with the receipt, to the dock. When the dock receipt is returned to the company's office seven bills of lading in duplicate are made out upon the printed form of the steamship company.

A shipper's manifest is prepared upon official forms obtainable from the customhouse. The blank indicates the information required. This is taken to the customhouse and sworn to before the deputy collector. Its contents are recorded, and the employee of the company takes it, with the bills of lading, to the steamship office. The manifest is delivered to the steamship company, which then puts its signature upon the bills of lading.

The consular invoice and the bill of lading, with the additional copies, must now be taken to the consulate of the country to which the shipment is bound. Here, for fees which vary somewhat, they are viséed, the consul retaining such as he requires for his own purposes and returning properly authenticated copies.

These additional copies serve for the records retained by the company, for the requirements of the customer, who must have at least one bill of lading and invoice and sometimes asks for more, and for "documents" accompanying the draft which the shipper negotiates with his local bank, or sends abroad to a foreign bank to collect for him.

INVOICES.[1]

There are forwarded with this report two original invoices of merchandise from European countries, one from the United Kingdom, the other from Spain, showing the great detail required in order to fully comply with the customs regulations. There is more or less complaint that American exporters are inclined to look upon these requirements as so much "red tape" that can be dispensed with, and in several instances certain details have been omitted which materially increased the work of the importer, besides delaying the passing of the goods through the customhouses. It is essential that all details as to type of merchandise, weight, threads, width, price, etc., be given very completely, as in default of this they must be supplied by the purchaser, which involves considerable work and a vexatious delay in the receipt of the merchandise.

The English invoice covers the shipment of six distinct fabrics from Manchester and is typical of all English invoices. It contains several items not usually found in similar documents from American houses, such as extra charges for baling, shipping, and samples. The width is given in both inches and centimeters, the length in both yards and meters, the gross and net weights in kilos. No detail is omitted that will assist the customs authorities or the importer to a thorough understanding of the nature of the shipment, the method of packaging, or the classification of the goods. All this entails a considerable amount of work for the invoice clerk, but is essential if the shipment is to be expedited through the customs. Conversions have not been made, as these invoices are inserted sim-

[1] From "Textiles in Cuba," by W. A. Tucker, Special Agents Series No. 126, Bureau of Foreign and Domestic Commerce.

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ply to show the form. No samples of the goods referred to are included in the collection of samples forwarded with this report.

The Spanish invoice does not give the English equivalents for the metric measurements, but otherwise is in full detail.

COST FINDING AND RECORD KEEPING.

In a number of houses the subject of net cost of importations was taken up in considerable detail, and one of the most progressive houses in Habana furnished exact copies of two entries in his cost book, which, with the omission of the names of the selling firms, are reproduced. It will be noticed that the invoice prices, as well as all items for expenses incurred in connection with the shipment prior to arrival, are given in the currency of the country of origin. These are all converted to Cuban currency, the column at the right showing totals in dollars. It is the custom to include selling expense, profit, and discounts, so that the figure finally arrived at gives the price at which the goods are to be sold. The actual landed cost of the merchandise is shown opposite the entry "Net," the sum to be realized from the sale of the goods opposite the entry "Gross." In the case of woolens the selling price as determined by this method of figuring is practically double the invoice price. In one house the statement was made that the method of arriving at the selling price of woolen goods was to double the invoice price and add about 50 cents a yard for profit, a practice that simplifies matters to the greatest possible degree.

A system for keeping record of the stock, employed by the house that furnished the cost sheets, is one that has many points to commend it also. A large book with appropriate ruling is provided, in which one or more pages is devoted to each fabric. From each invoice the number of pieces and price of the goods is copied in its proper place, and as the goods are disposed of the number of pieces sold is deducted, so that a current inventory is kept of the stock on hand. By a system of cross indexing it is possible to refer to the original invoice with the expenditure of a minimum of time and effort.

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INVOICES OF TEXTILES SHIPPED TO CUBA.

MANCHESTER, *May 27, 1916.*

Messrs.....
To....., Dr., to merchandise forwarded through ....., by Steamer .....
to the order of .....

(War risk only insured.)

Marks and numbers.	Number of packages.	Pieces.	Width.		Goods.	Threads.	No.	Yards.	Meters.	Gross weight.	Net weight.	Price, net.	Amount.	Total.	Weight per 100 sq. meters.
			In.	*Cent.*						*Kilos.*	*Kilos.*	*Pence.*	£ *s.* *d.*	£ *s.* *d.*	*Kilos.*
604	Bale..... (Samples in bale.)	400	28	71	White cotton cloth, 27 yards, in 4 bundles, 527–530.	16 by 14	1	10,800	9,875.31	769.258	752.929	2⅛	106 17 6	.....	10.700
					Cutting 400 pieces at ½d.....	.....	.....	.....	.....	.....	.....	.....	16 8		
					Samples, five, at 2d.....	.....	.....	.....	.....	.....	.....	.....	10		
					Bundling, baling, etc.....	.....	.....	.....	.....	.....	.....	.....	1 8 0	109 3 0	
605	Bale..... (Samples in bale.)	48	18/19	45/48	Colored cotton goods (stripes).....	18 by 8	B3080	3,074	2,810.80	260.351	163.514	3½	40 16 6	.....	12.300
		24			Colored cotton goods (checks).....	.....	B3080C	1,529	1,398.55	.....	79.375	3½	21 18 1		
		—			Baling, etc.....	.....	.....	.....	.....	.....	.....	.....	1 5 0		
		72			Samples, four, at 6d.....	.....	.....	.....	.....	.....	.....	.....	2 0	64 1 7	
606	Bale.....	209	30	76	White cotton goods, 1/36, 208/50 yards, in 4 bundles, 531–533, 52 pieces each, 534, 53 pieces.	16 by 14	30	10,436	9,542.47	789.668	771.526	2½	103 14 12	.....	10.600
					Bundling, baling, etc.....	.....	.....	.....	.....	.....	.....	.....	1 9 0	110 3 2	
607	Bale..... (Samples in bale.)	199	32	81	White cotton goods, 1/27, 198/50 yards in 4 bundles, 535–537, 50 pieces each, 538, 49 pieces.	16 by 14	32	9,927	9,077 06	804.182	785.587	2⅛	103 11 6	.....	10.600
					Bundling, baling, etc.....	.....	.....	.....	.....	.....	.....	.....	1 9 0		
					Samples, five, at 2½d.....	.....	.....	.....	.....	.....	.....	.....	1 0	110 1 6	
608	Bale..... (Samples in bale.)	100	28	71	Colored cotton goods.....	25 by 12	635	4,348	3,975.73	942.975	921.885	9½	175 2 2	.....	32.300
					Baling, etc.....	.....	.....	.....	.....	.....	.....	.....	1 16 3	174 0 5	
					War risk, £660 at 17s. 6d.....	.....	.....	.....	.....	.....	.....	.....	.....	567 9 8	
					Policy.....	.....	.....	.....	.....	.....	.....	.....	.....	5 15 6	
														7	
					Value, May 27, 1916.....	.....	.....	.....	.....	.....	.....	.....	.....	573 5 9	

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To ....., Dr., to the amount of the following g... [illegible]
by the steamer ..... through the agency of .....

Marks, numbers, and gross weight of cases.	Pieces.		Length.	Price.	Amount.	Width.	Threads in 6 mm. square.	Net weight of merchandise.	Tare of case.	Classification of goods according to customs regulations.
782	312	Guayaberas, 1a stripes.....	*Meters.* 13,592.80	*Pesetas.* 0.40	*Pesetas.* 5,437.10	*Centimeters.* 62/63	12	*Kilos.* 1,131	*Kilos.* 144	Plain woven cotton goods made with threads bleached or dyed before weaving.
Ks. 1275		Baling.....	.....	.....	41.80					
		Total.....	.....	.....	5,478.90					

We certify that we are the manufactures of the goods mentioned in the above invoice and that the prices and other particulars are correct.

COST-KEEPING RECORDS.

Invoice No. .....

Shipped.....from Bradford, by steamer Pilar de Larringa, entered in port....., 191....
Case, No. 1274. Cubic meters.....
Bundle, No. ..... Gross weight, 252 kilos.
Bale, No. .....
Date of invoice, May 3, 1916.
Entered in warehouse, June 29, 1916.

Expenses.....per cent.	
Amount of invoice (£156 14s. 3d.).....	$783.56
Shipping expenses (2 per cent).....	15.77
Interest.....	48.26
Freight, lighterage, brokerage, and forwarding.....	34.67
Total.....	882.26
Duty.....	408.14
Net.....	1,290.40
Discount, profit, etc.....	431.80
Gross.....	1,722.20

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INVOICES OF TEXTILES SHIPPED TO CUBA—Continued.

Net weight.	Width.	Threads.	Kilos per 100 square meters.	Length.	Price.	Discount.	Stock-book page.	Duty. Rate.	Duty. Amount.	Notes.	Quantity.	Name of goods.	Cost in Habana.	Amount.
Kilos. 190.940					5/6	*Per ct.* 2½	147	40+15			18½ pieces.	554½ yards casimir de lana (worsted) Cost per yard Sale price, $3.50.	 $3.1044	$1,722.20

Invoice No.....
Shipped.....from Barcelona, by steamer Monserrat, entered in port June 19, 1916.
Case, No. 255. Cubic meters.....
Bundle, No..... Gross weight, 1,543 kilos.
Bale, No.....
Date of invoice, May 23, 1916.
Entered in warehouse, July 5, 1916.
Expenses.....per cent.

Amount of invoice (8,861.60 pesetas)	$1,772.32
Shipping expense	66.97
Interest	110.35
Freight, lighterage, brokerage, and cartage	13.02
Total	1,962.66
Duty	497.90
Net	2,460.56
Discount, time, and profit	820.18
Gross	3,280.74

Net weight.	Width.	Threads.	Kilos per 100 square meters.	Length.	Price.	Discount.	Stock book.	Duty. Rate.	Duty. Amount.	Notes.	Quantity.	Name of goods.	Cost in Habana.	Amount.
Kilos. 1,374	78/80	22 by 16	13,067		*Pesetas.* 0.73	*Per ct.* 8	114 C..	23+20+30	$497.90		540 pieces.	13,126.10 meters Yrlanda Mañó extra. Cost per meter Selling price, 22 cents per yard, less 10 per cent discount.	 $0.2496	$3,281.13

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PACKING FOR EXPORT.

GENERAL ASPECTS OF THE PROBLEM.[1]

If the manufacturer is also the exporter, responsibility for proper packing is definitely fixed; if, however, the manufacturer makes his sales through an export agent or commission house, the responsibility may be shifted by the one to the other with disastrous results. As an illustration of the latter condition, Consul General William H. Michael, of Calcutta, writes concerning a damaged shipment of goods to India:

It is probable that the reason the goods were packed so poorly for foreign trade was because the manufacturers packed at the factory for shipment to their export agents in New York or other ports, and the export agents, instead of repacking, simply forwarded the goods in the original cases. While the original cases were strong enough and entirely suitable for transportation from the factory to the shipping port, the packing was utterly unsuited to the long and severe strain of transit from point of shipment to India. If manufacturers would either pack the goods intended for the foreign market at the factory as they should be packed, or require their export agents to take the goods out of the original cases and repack, much trouble and damage to American foreign trade would be overcome.

In regard to this phase of the subject, a large export house in New York City writes:

We do little or no packing ourselves; the goods are packed by the person from whom we order for export and the cases are not opened by us. In all instances we give instructions to pack most carefully, but we regret that ourselves and our friends have had, in very numerous instances, to suffer considerably through the carelessness, indifference, or ignorance of the American manufacturer in reference to this important particular. * * * The American manufacturer fails to realize that while he may sometimes save a few dollars at this end on a shipment, the buyer in foreign markets, by reason of lack of facilities to replace broken parts readily and cheaply, often has to pay out 5 or 10 times what would have been the original cost in this country, or, failing to be able to duplicate, there is loss of time and interest on the value of the shipment for the several months until parts can be brought from this country.

DEFINITE UNDERSTANDING NECESSARY.

It should be clearly understood between manufacturer and agent as to the responsibility for the proper packing of the goods. It is not sufficient that the goods reach the export agent undamaged, if they are to be forwarded by him without repacking. On this point a New York export freight agency writes:

We frequently have inquiries from manufacturers asking us whether it is necessary to crate or case certain goods, and whether the ordinary packing used on domestic shipments will be sufficient to meet the requirements of the steamship companies on export goods. We always reply that, although steamship companies will accept goods which outwardly appear in good condition, the manufacturers should not consider this as a basis on which their export packing should be done.

Probably the only satisfactory solution of this question is that the manufacturer should take no account of possible repacking by the export agent, and should always pack his goods so that they must reach their ultimate destination in satisfactory condition.

[1] From "Packing for Export," Miscellaneous Series No. 5, Bureau of Foreign and Domestic Commerce.

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AIM OF THE PACKER.

Proper packing means careful consideration of the interests of the ultimate receiver of the goods. Carrying companies may be responsible for a certain amount of damage to merchandise, but this does not relieve the shipper of responsibility. A freight-forwarding house, in discussing this feature of the question, pertinently remarks:

> The principal thought that manufacturers should have in mind in preparing goods for export is not how little packing is necessary to allow goods to reach their destination in good condition, but rather how to pack to provide absolutely against the possibility of damage. * * * We know that a vast number of good export orders are lost to manufacturers simply because they do not show the customer, by their method of packing and shipping, that they are really interested in the condition of the goods on arrival at the destination. * * * The American manufacturer has very largely the reputation of being willing to accept an order and then ship the goods at any time that suits his convenience and in any condition in which he can get them out of the factory; whereas the first consideration on receiving an export order should be that, as the consumer is so far distant, he deserves the promptest possible execution of the order, and because of the distance they are to go and the repeated handlings to which they will be subjected, the goods deserve the most careful attention possible in regard to packing.

CHEAP PACKING MAY BE FALSE ECONOMY.

The editor of a trade journal devoted to packages and packing states that one of the best possible advertisements for a firm and one of its most important aids in salesmanship is the character of the package. He adds:

> There is too much inclination on the part of the American exporters to ship their goods in almost any sort of container so long as the transportation company assumes the responsibility for getting them to their destination. * * * The fight for cheapening the package and the competition resulting therefrom has done more to lower the standard of packing in this country than any other one thing.

The secretary of the national classification committee of the lumber and wooden-box interests of the United States writes:

> The conditions existing to-day are largely due to false economy assumed by the average packer and shipper of American manufactures. The foreign manufacturer seeks to make his package as good as his product, thereby assuring to his customer the safe arrival of the goods in seasonable time and marketable condition. The American manufacturer pays very little attention to this material factor in the marketing of his goods. His efforts are directed toward the cheapening of his box costs, and this committee is of the firm belief that in no other country is the factor of strength considered so lightly. This is not only true of manufacturers for export, but is more certainly true of manufactures for domestic movement.

Inadequate packing is dear at any price. Importers in foreign countries would rather pay for special packing than receive damaged goods, and when they give definite instructions they expect such instructions to be followed. It is not caprice that dictates these directions; the importer knows what conditions must be met and he knows what packing will prove satisfactory. Every exporting manufacturer should aim to follow any and all instructions given by the importer; or, not receiving instructions, he should carefully consider every condition affecting the shipment and provide for them in packing the goods.

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METHODS OF TRANSPORTATION.

Among factors to be considered in packing goods for export the method of transportation is probably most important. If the shipment is direct—from factory to destination—the problem is comparatively simple; shipments to Canada by an all-rail route require only the proper packing employed for domestic orders, and some shipments reach Mexico in the same manner. If, however, the route is a combination of rail and water, provision must be made for extra handling at the docks on both ends of the trip. While complaints from Mexican points reached by through-rail routes are not numerous there has been considerable criticism from Vera Cruz, at which port much merchandise from the United States is entered, showing that the extra handling has not been taken into consideration.

Transshipment always means damage to goods not properly packed, and if there are several transshipments only the best packing will withstand the rough handling which is inevitable. Unless the exporting manufacturer knows the route his goods will travel, he can not provide intelligently against damage. Consul General Maxwell Blake, of Bogota, has suggested that every exporter provide himself with the finest trade map procurable, so that he may ascertain where an order is to be delivered, what transportation lines there are, and how the shipment should be handled to obtain the best results. But this knowledge of conditions is of no avail if the exporter is inclined to shift responsibility upon the carrying company or to evade in any way his share of responsibility for the safe arrival of the goods at their final destination.

The packing of merchandise destined for points not reached by the ordinary means of transportation offers difficulties not encountered in the usual shipment. American exporters should know how to pack for transportation by cart, by mule, burro, llama, bull, and camel, or by man carrier. Moreover, they should know when such packing is necessary, and should not depend upon specific instructions from the importer, although such special instructions as the latter gives should be followed.

The loads that various pack animals can carry are approximately as follows: Mule, 200 to 250 pounds; burro, 150 to 200 pounds; llama, about 100 pounds; camel, 350 to 400 pounds. Packages for transportation by these animals should be one-half the foregoing weights, as one package is carried on each side. Thus, a mule can carry 250 pounds if divided into two packages, but if a package weighs over 150 pounds he can carry only one, and as this rests on his backbone, he can not carry much above this weight. The weight that can be carried by man carriers varies from 100 to 150 pounds. The consuls in their reports have generally indicated where packing for such means of transportation is necessary and have given further details that will be of assistance.

CLIMATIC CONDITIONS.

Another factor to be considered is the climate, both of the country of destination and of the route of transportation thereto. Goods which are destined for countries of temperate climate but which must pass through the Tropics en route should be protected against

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heat if they are liable to injury thereby. This fact again emphasizes the necessity of the exporting manufacturer knowing the shipping routes and modifying his packing to meet conditions. More important, however, is a careful study of the climate of the country of destination. A few illustrations will suffice to show the need of more attention to this matter. In Honduras the rainy season lasts for five or six months, during which time it rains hard and frequently. Freight going from the coast to the interior is covered with canvas, but this is not always in good condition, and articles badly packed are injured by the rain. In Colombia, machinery destined for the interior is frequently exposed to the weather for many days, with heavy rains, followed by intense heat, and the shipment may arrive, after two or three weeks' exposure, with several inches' covering of mud. In sections of India, where the rainfall takes place within four or five months, the heavy and continuous rains produce a dampness in the air quite unknown in the United States. The moisture and heat combined set up fungoid growths in goods that would be quite unaffected by climatic conditions of America. Even perishable goods packed in tin-lined cases are not safe if they have been packed in the United States during wet weather. In Venezuela, for example, food products, such as dried fruit and cereals, if packed in cardboard boxes, are soon spoiled by tropical moisture or by attacks of worms and weevils.

It sometimes costs an importer a considerable amount to ascertain how little an American exporter knows of conditions in foreign countries; and once having paid for another's lack of information, the importer naturally turns his business to those who either do know or are willing to learn. The American exporter needs not only more information, but also more adaptiveness; his personal prejudices must be subordinated.

PORT CONDITIONS.

Port conditions in foreign countries are a large factor in determining the requirements of adequate packing. If lighterage is employed goods are usually roughly handled. Most of the complaints from the west coast of South America, for example, are due to the fact that the exporter fails to provide against the rough handling to which goods are exposed in passing from ship to shore. Commercial Agent John M. Turner, in writing of conditions on that coast, states:

> All classes of merchandise are discharged from steamers into open lighters or barges. These boats come out from shore on the arrival of a steamer, fasten to her with a bow and stern line, and swing clear, as the ocean swell keeps both barge and steamer moving and their up-and-down motion is by no means coincident. A sling full of merchandise, consisting, say, of a box, a barrel, and a crate, weighing, perhaps, 1,500 pounds, is swung over the ship's side and lowered to within 15 or 29 feet of the water, and when the barge and the swinging sling are exactly opposite down goes the merchandise with a rush to catch the barge. The package on the bottom receives the full force of the impact.

In many ports on this coast there is further rough handling after the goods are landed. There are few trucks in the warehouses, and much of the merchandise is transported on the shoulders of men, who instead of lowering their burden easily or having some one help

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hem, stand erect and let the cases fall. Moreover, warehouse accommodations may not be sufficient for all goods landed, and in such cases he shipments are liable to damage by exposure to the elements.

All these conditions must be taken into account by the shipper if ie desires his goods to reach their destination intact and his customer o be satisfied. Ignorance of the treatment his goods will receive luring transportation to consumer excuses no exporter; instead, it reates an unfavorable opinion of not only the individual shipper but ll American exporters.

PILFERING.

Provision against pilfering is necessary, especially in shipments of cased goods, such as boots and shoes, dry goods, hardware, notions, and food products. Various methods have been recommended, among which may be mentioned the use of tongued and grooved lumber for boxes; strapping of cases and boxes with steel bands; the use of wire drawn around each end and the middle of the case so tightly that it sinks into the wood at the corners, the ends of the wire then being twisted and cut close with nippers; the use of safety clips of various kinds to bind the top and bottom of the case to the sides. Steamship lines in this and other countries have strongly recommended the adoption of a safety clip or some other effective device to prevent pilfering, and the greater security attained by their use would more than compensate for the expense incurred.

MARKING OF SHIPMENTS.

The utility of such marks as "This side up" and "Handle with care," is doubtful. Such instructions may be observed at the loading point in this country, but they are useless at the other end of the route unless inscribed in the language of the country to which the goods are shipped. Even then too much faith should not be placed in their efficacy.

In some countries it is inadvisable to advertise on the exterior the contents of the package, for such advertising indicates to the would-be pilferer his opportunity. Consuls in their reports have generally indicated where this practice should not be followed.

If secondhand cases are used, all old marks should be obliterated. The trouble that old cases or bags may cause, aside from possible damage or from misshipment, is indicated in the following from Commercial Agent Julien L. Brodé:

> In Ireland certain shipments of American cottonseed meal were received in bags which bore tags showing a guaranty below that called for in the contract. Evidently the bags had been previously used for domestic shipments in America and when refilled the tags had not been removed. Although the meal held up in analysis to contract quality, the tags were a source of annoyance to the Irish importer, since many of his customers complained about them and he was obliged at much expense to have tested samples from each lot sold, to show his buyer that the meal ran higher in analysis than the tags indicated. No American cottonseed meal should be exported in bags that have been previously used for such shipments.

LEGIBILITY AND PERMANENCY.

The marks themselves should be legible and ineffaceable under all conditions imposed in handling, and their arrangement on the package should be such as to facilitate rapid handling. There is serious

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complaint as to the marking of cotton bales, due chiefly to the mark usually being affixed with brush and stencil to the weakest part of the American bale—the bagging—or by paper tag to a strand of the bagging. That this can be remedied is shown by the appearance on the market of a marking device consisting of a buckle of self-locking design which is attached to the steel band of the bale and which is kept in place by the expansive energy of the bale itself. This system of marking can also be used on bales of piece goods. Improvement in the much-criticized methods of packing American cotton will no doubt bring about an improvement in the system of marking.

Many consuls have made suggestions as to the character and method of marking best adapted to the countries in which they are stationed. Exporters will find it advantageous to follow these suggestions, or such instructions as the importer may forward.

EFFECT OF PACKING ON CUSTOMS DUTIES.

In packing goods for export the shipper must consider not only the adequacy of the packing to protect the merchandise in transit, but also its effect on the amount of duty that will be imposed upon the arrival of the merchandise at the place of destination. In the case of an article subject to a high rate of duty on gross weight the weight of the packing may prove a very important factor in determining the cost of the merchandise to the importer, and in some cases the duty on the packing may exceed that on the contents.

In most of the European countries the dutiable weight of the imported merchandise is determined by the rate of duty—that is, as a general rule, merchandise subject to a rate of duty above a certain amount is dutiable on actual or legal net weight, while merchandise subject to a lower rate is dutiable on gross weight. In the Latin American countries there is no such line of demarcation, the basis for duty being indicated in the tariff for each item. By actual net weight is meant the weight of the merchandise alone, without any packing; by legal net weight is understood the gross weight less a certain percentage for tare, which differs in accordance with the container, and is fixed by a schedule annexed to the tariff. If the importer is dissatisfied with the tare allowance in the schedule he may usually have the merchandise weighed, at his expense, and duty levied on the actual net weight. In some countries the weight of the immediate containers, such as cardboard boxes, paper wrappers, etc., is sometimes included in the dutiable weight of the article.

Articles of commercial value used as containers are, as a rule, dutiable separately. In France such articles, imported as containers of merchandise dutiable on gross weight, are dutiable separately only if the rate applicable to them exceeds by more than 10 per cent the rate applicable to the contents. Goods packed in a manner to prevent inspection by the customs officers are subject in some countries, notably in Germany and Switzerland, to the highest rates provided for in the tariff.

By keeping the weight of the packing as low as is consistent with safety in carriage, the duty may be reduced to the minimum, not only in the case of articles dutiable on gross weight but also in the case of articles dutiable on legal net weight, since the latter is ascertained by deducting a fixed percentage from the gross weight. Resort to

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packing of an unusual character for this purpose frequently defeats its own object, for in such cases the customs officers may refuse to allow legal tare and insist on actual weighing. In some cases a saving in duty may be effected by shipping the inner containers separately from the merchandise for which they are intended. Thus in Mexico, for example, in the case of goods dutiable on legal net weight, imported without inner containers, the weight of the goods alone is taken as a basis for duty, while the inner containers shipped separately may sometimes be admitted at a lower rate of duty.

Mixed packing—that is, the packing in the same receptable of articles subject to different rates of duty or different tare allowances, may subject the importer in some Latin American countries to the payment of a fine, usually in the form of a higher rate of duty. In most countries, however, mixed packing is allowed, provided the merchandise is properly declared.

In the following statement an outline is given of the regulations in force in the principal countries of the world, with regard to the assessment of duty on merchandise dutiable by weight. It should be borne in mind that, owing to the nature of the regulations in force in most countries, no exhaustive treatment of the subject can be given in a publication of this character.

LATIN AMERICA.

Argentina.—Most articles mentioned in the tariff are dutiable on legal weight; that is, on gross weight with a reduction for tare, fixed in accordance with the nature of the packing. The shipment of merchandise of different classes in one case or package is to be avoided, as the customs authorities may apply to the entire shipment the duty of the highest-taxed article included in the shipment.

Bolivia.—There is no general rule for the application of the tariff to articles dutiable by weight, some of them being dutiable on net weight, some on gross weight, and some on the weight of the merchandise together with that of the immediate packing, such as a cardboard box or paper, but exclusive of barrels, wooden or tin boxes, or any material serving as a covering for the outside containers. There is no penalty for mixed packing, provided such packing is not intended as a means to defraud the customs.

Brazil.—Of the articles dutiable by weight in Brazil some pay duty on gross weight, some on legal net weight, and some on actual net weight. By gross weight is meant the weight of the goods together with that of the packing, except rough wooden containers. By legal net weight is meant the gross weight less the tare allowances indicated in the tariff for different merchandise and containers. By actual net weight is meant the weight of the merchandise without any packing. When goods dutiable on legal net weight and actual net weight are imported in the same package, both pay duty on actual net weight. The same rule applies when the package contains only merchandise dutiable on net weight, but with different tare allowances. When goods subject to different duties, but all dutiable on gross weights, are imported in the same package, the weight of the packing is distributed proportionally among the different kinds of merchandise.

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Chile.—Merchandise subject to duty by weight may be dutiable on net weight, gross weight, weight including packing, or weight including containers. The following definitions and rules are taken from the general rules for the application of the customs tariff of November 25, 1907:

3. By "net weight" is understood the actual weight of the goods, without packing, receptacles, or wrappers.

4. The term "weight including packing" means the weight of the goods together with all packing, receptacles, or cords contained in the outer container except the straw, shavings, paper, sawdust, or other material used for protecting the contents. This rule shall not apply to goods for which special rules are provided in the tariff.

5. "Weight including container" means the weight of the goods together with immediate receptacles, even if no other container were used for their transportation.

6. "Gross weight" means the weight of the goods together with all receptacles and packing. Goods usually transported without packing or in bundles, as rails, girders, etc., are included in this section.

7. By "ordinary receptacles" are to be understood earthenware or glass pots, bottles, or flasks; iron, zinc, tin, copper, or lead drums, wooden cases, cardboard or tin-plate boxes, and any other containers of indispensable use. Receptacles not usually employed for the goods they contain and having a separate value or use shall be considered as dutiable merchandise and appraised separately.

8. When goods dutiable on "weight including packing" are imported loose in bulk or bundles, or without packing within the outer container, the net weight shall be increased by 10 per cent. The same additional weight shall apply to the net weight when articles are imported in cases (estuches)[1], unless otherwise expressly provided in the tariff.

9. If goods subject to distinct rules as to weight, valuation, or duty are imported in the same package, they shall be weighed in the condition in which presented; and there shall be added 10 per cent in the case of goods dutiable on weight including packing, if imported without packing; 20 per cent in the case of goods dutiable on gross weight, if contained in a receptacle or packing; and 30 per cent if not so contained or packed. Glass, earthen, and china wares, furniture, enameled articles of wrought iron, paraffin lamps, and iron bedsteads are excepted and shall be liable to an increase of 80 per cent on their net weight.

10. For the purpose of assessing duty according to gross weight on envelopes and writing paper imported together in the same package, the weight of the package shall be added proportionately to the net weight of the contents.

11. If bottles of the kinds specified in tariff No. 974 are imported in special cases used for liquors, the second portion of above rule 7 shall apply, and, as stipulated, the gross weight of the packing is to be ascertained, and the outside packing case is to be weighed separately, the remaining weight being attributed to the bottles, whether in straw envelopes or not. In such case the package shall not be subject to the surtaxes established in rule 9.

12. If imported iron bedsteads are not packed in cases or hampers ("jaba"), they shall be appraised according to net weight, in their corresponding class with an additional 80 per cent.

13. When artificial flowers and neckties are imported packed otherwise than in cardboard or wooden boxes, the net weight shall be increased by 100 per cent.

14. Cases[1] for jewelry, watches, and gold, silver, or platinum wares are included in the appraisement of such articles. Any extra cases are dutiable separately in their corresponding class.

If metal manufactures are imported in cases (estuches),[1] the latter shall be appraised separately in their corresponding class.

Colombia.—Duty is levied on gross weight. Merchandise subject to different rates of duty may be packed in the same container, provided the gross and net weight of each kind of merchandise is indicated. If the weight is not indicated separately, the rate of the highest taxed article is applied to the entire shipment.

[1] This refers to instrument and similar cases, and not to packing cases (cajas).

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Costa Rica.—Duty is levied on gross weight. In the case of goods subject to different rates of duty packed in the same container, the net weight of each kind of merchandise must be indicated, so that the weight of the packing may be distributed proportionally among the different classes of merchandise. In the absence of such information the duty on the highest taxed article in the shipment is applied to the entire contents.

Cuba.—Articles are dutiable on gross weight, actual net weight, or legal weight, as indicated in the tariff for each item. The legal net weight is calculated in accordance with a schedule of tare allowances annexed to the tariff.

Dominican Republic.—Merchandise is dutiable either on gross or net weight. The following regulations and definitions are taken from the Dominican customs tariff in force January 1, 1910:

Rule 29. No duty shall be collected on outer coverings containing articles dutiable on net weight, by the piece, or free of duty, if such coverings are in general use for packing at the time when imported, except water-tight coopers' wares containing any of the above merchandise, which shall be dutiable. Coverings of merchandise (outer or inner) of material or form designed to evade duties, or which may be used for other purposes than common packing, or of unusual form, shall be subject to duty under paragraphs of the tariff to which they correspond by classification. Inner packing containing merchandise paying duty on the net weight shall in no case pay a lower rate of duty than their contents. Cases of jewelry, used as immediate containers therefor, shall be dutiable under their respective paragraphs.

Rule 30. Whenever merchandise shall be dutiable on gross weight, the dutiable weight of such merchandise shall include the weight of all covers, receptacles, wrappers, packages, and packing of every description, whether outer, inner, or immediate, without any allowance for tare.

Rule 31. In all instances where merchandise shall be dutiable on net weight, the dutiable weight of such merchandise shall not include any common outer cover, receptacle, package, wrapper, or packing, but shall include all inner or immediate receptacles, including cards and cartons, not subject to a higher rate of duty. Loose straw, shavings, excelsior, paper, sawdust, or other similar materials, interposed between the outer receptacle and immediate container of the merchandise to steady and protect the same, shall not be considered as part of the immediate container.

Rule 32. When goods dutiable on net weight, by the piece, ad valorem, or free of duty, are imported in the same container with others dutiable on gross weight, the former shall be assessed on their net weight, as defined in rule 31, by the piece, ad valorem, or shall be free of duty, as the case may be, and the latter shall be dutiable on the net weight, as defined in rule 31, with an addition of 25 per cent thereof.

Rule 33. All the provisions of rules 30, 31, and 32 regarding gross and net weight shall be applicable to goods subject to compound duties, when the gross or net weight forms part of the compound duty.

Ecuador.—Merchandise imported into Eucador is dutiable either on gross or net weight. No penalty is imposed for packing in the same container merchandise subject to different rates of duty. In such cases it is required that the shipper state in the consular invoice the net weight of each kind of merchandise, as well as the gross weight of the entire package.

Guatemala.—The duty on merchandise may be levied on net weight, on weight including packing, except outer containers, or on gross weight, according to the provisions of the customs tariff. In the case of merchandise dutiable on weight including packing, imported loose in an outer container, the weight of the latter is not included in the dutiable weight. When merchandise dutiable on weight in-

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cluding packing is imported in the same receptacle with merchandise dutiable on gross weight, the duty on the latter merchandise is levied on the weight including packing, with the addition of one-fourth thereof, to compensate for the outer container which is not included in weighing the merchandise. Cloth used for wrapping merchandise must be declared for duty, only oilcloth and tarpaulin being considered as part of the packing. A fine is imposed by the customs authorities for packing merchandise subject to different rates of duty in the same receptacle.

Haiti.—Goods subject to duty by weight are dutiable on the net weight. No fine is imposed for packing articles subject to different rates of duty in one receptacle, provided that the merchandise is properly declared.

Honduras.—All merchandise subject to duty is dutiable on gross weight. No fine is imposed for packing in one receptable merchandise subject to different duties.

Mexico.—The duty on merchandise dutiable by weight is levied on net, legal, or gross weight, according to the provisions of the tariff. No penalty is imposed for mixed packing, if the merchandise is declared properly. The following definitions and rules are taken from the general regulations for the application of the tariff:

VII. By net weight is meant the weight of the goods alone without inner or outer packing.

VIII. By legal weight is meant the weight of the goods together with that of their inner packing, such as wrappers, receptacles, cardboard and wooden boxes, tins, etc., inclosed in the outer packing case. When goods dutiable on legal weight are not inclosed in inner packages, but in one receptacle only, the weight of the goods alone will be considered as the legal weight. In establishing the legal weight no account will be taken of the straw or shavings in which the inner packages are placed, or of the weight of the outer receptacle.

IX. By gross weight is meant the weight of the goods with all their outside and inside coverings, without deducting the weight of the hoops, etc., used for packing. When a package contains different goods dutiable on gross weight, the customs shall, conformably to article 50 of the customs regulations, determine the tare in proportion to the legal weight assigned to each kind of goods.

X. Goods dutiable on gross weight imported without any kind of packing or packed in a material which is also dutiable shall pay duty on the total weight of the goods.

The rules regarding mixed packing are given as follows in the customs regulations:

ART. 50. When a package contains several kinds of merchandise, subject to different rates of duty, including some dutiable on gross weight, the declaration in the invoice should indicate, in addition to the total weight of the package, the legal weight of each class of merchandise contained therein, in order to facilitate a proportional division of the gross weight. This declaration of the legal weight shall in no way affect the declaration of net weight, unit, pair, thousand, or measure required for the liquidation of the duty on the merchandise not dutiable on gross weight.

Nicaragua.—All duties are levied on gross weight. It is not permitted to pack more than 10 kinds of merchandise in one receptacle. The following provision is contained in article 57 of the consular regulations of Nicaragua:

When merchandise subject to different tariff classifications is inclosed in one case, each class of merchandise must be packed or wrapped separately or be in a different bundle, as the shipper may prefer, so that its weight may be compared with that declared in the invoice and the respective duty levied on each

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s. In case of failure to comply with this requirement, the collector shall on the whole contents of the package an additional charge of 5 per cent he tariff appraisement.

'anama.—Practically all imports into Panama are dutiable ad orem, and the question of packing is therefore of little imtance.

'araguay.—The rules given for Argentina apply also to Paraguay.

'eru.—In the case of articles dutiable by weight, the basis for ring duty may be net weight, gross weight, or legal weight. The weight is obtained by deducting from the gross weight the tare wance indicated in the table of tares. Legal weight includes the ght of the merchandise with that of its packing, but not including outer container. When merchandise dutiable on gross weight is orted in the same container with merchandise dutiable on a erent basis or subject to different rates of duty, or with samples hout value, 25 per cent is to be added to the weight of such merndise weighed with its immediate packing and its share of the w, shavings, or similar packing material. In the case of pianos l beds 60 per cent is to be added. Receptacles dutiable at a higher e than the contents, as well as those containing free goods, are iable separately.

Salvador.—The duty on imports into Salvador is levied on gross ight, and there is apparently no objection to mixed packing, proed that the merchandise is properly declared.

Uruguay.—The basis for levying duty on goods dutiable by weight ries, some articles being dutiable on gross weight, some on legal weight, while in some cases the weight of the inner receptacle is luded in the dutiable weight. There is no provision in the tariff arding a penalty for mixed packing.

Venezuela.—The duty on imports into Venezuela is levied on gross ight. When articles subject to different rates of duty are imrted in the same packing, the rate of the highest taxed article is plied to the entire shipment.

EUROPE.

Austria-Hungary.—Articles dutiable at 7.50 crowns or less per 100 os (69.1 cents per 100 pounds), and for which no tare allowance is dicated in the tariff, are dutiable on gross weight; articles subject higher rates of duty are dutiable on net weight, which, in this case, ans gross weight with a deduction of tare allowance in accordce with the tare schedule annexed to the tariff. In the case of uids, the immediate containers are included in the dutiable weight.

Belgium.—Goods are dutiable either on actual net weight, or a re allowance is made in accordance with a schedule annexed to e tariff.

Bulgaria.—Articles subject to a duty of 10 francs or less per 100 los (87.5 cents per 100 pounds) are, unless otherwise specified, dutile on gross weight; articles subject to higher rates of duty are rtiable on net weight.

Denmark.—Duties are levied on net weight, which, however, inudes the weight of the immediate receptacles, such as bottles, jars, c., in which goods are sold in the retail trade, as well as wrappers paper or cloth.

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France.—Articles subject to a rate of less than 10 franc
kilos (87.5 cents per 100 pounds) are, with a few exceptions
on gross weight; articles subject to higher rates are, except
cases, dutiable either on actual or legal net weight.

Germany.—Articles subject to a duty not exceeding 6 m
100 kilos (64.8 cents per 100 pounds) are dutiable on gros
on articles dutiable at higher rates a tare allowance is g
accordance with a fixed schedule.

Italy.—As a general rule, articles subject to a rate not exc
lire per 100 kilos ($1.75 per 100 pounds) are dutiable
weight; articles subject to higher rates of duty are dutia
on actual or legal net weight.

Greece.—Duty is levied, with a few exceptions, on legal ne

Netherlands.—The duty is levied on legal net weight.

Norway.—As a general rule duty is levied on legal net we
in some cases only the weight of the outer container is deduc
the gross weight, while that of the immediate packing is inc
the dutiable weight.

Portugal.—Articles subject to a rate not exceeding 5 reis
(22.6 cents per 100 pounds) are dutiable on gross weight;
subject to higher rates are duitable either on actual or
weight.

Roumania.—The dutiable weight is not determined by th
duty, but most articles are dutiable on legal net weight, the
lowance being fixed by a schedule of tares annexed to the tar

Russia.—Same provisions as for Roumania.

Serbia.—Articles subject to a rate not exceeding 10 dinars
kilos (87.5 cents per 100 kilos) are, unless otherwise specifie
able on gross weight; articles subject to higher rates are duti
legal net weight, the tare allowance being fixed by a schedule.

Spain.—The dutiable weight is not determined by the rate o
Most articles are dutiable on net weight, which includes the
of the immediate packing and containers in which the goods a
in the retail trade. In some cases the tare allowance is speci
the tariff.

Sweden.—As a general rule duty is levied on legal net weigh
tare allowance being specified in the tariff for each item. In
cases the dutiable weight includes also the weight of the imm
containers.

Switzerland.—As a general rule duty is levied on gross weight
cases where articles are imported without their usual containe
certain percentage is added to the dutiable weight.

OTHER COUNTRIES.

In the most important British possessions, such as Canada, Australia, British India, New Zealand, and the Union of South Africa, as well as in China, imports are generally subject to ad valorem rates of duty. In most of the French colonies the customs tariff of France applies with a few modifications. In Japan the net weight, unless otherwise indicated, is taken as a basis for the collection of duty on imports dutiable by weight.

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The size, as compared with weight, should not be such as to necessitate a higher freight rate on the ship. The package should be banded so well that breakage is difficult, but the bands should be of an interlocking type that can be opened only by partial, but perfectly obvious, destruction. This is for the purpose of localizing the risk of theft. If the box arrives at the customhouse with the bands broken, a formal complaint should be made by the customhouse broker, and this action will undoubtedly be taken by the local merchants when they instruct their brokers, since if bands are broken the customhouse authorities generally refuse to receive the case except in the presence of the consignee. There should then be no difficulty in tracing the loss.

Many tales are told about loss by theft in customhouses all over the South American continent. The writer has asked several importers who do business through the port of Valparaiso whether such things happen there. Three said "yes," and the others said "no." Those who said "yes," were then asked how they knew that such was the case, and they all replied that somebody told them so but that they themselves had never lost anything. One importer located in Santiago and handling his business through a broker in Valparaiso said that he imported hundreds of thousands of dollars' worth of goods through that port and that he had had but one loss during years of business. His single loss was small, and he was informed that if he would make a complaint the inspector would be discharged, since the authorities could not permit suspicion of the inspectors. Proof has been lacking. No foreign merchant has spoken of personal loss to the writer. Certain native houses insist that losses do occur, but they can not localize them and are not certain whether they take place aboard ship, on the railway, in the poorly protected customhouse yards, or after delivery has been made to their own men. The highly appreciated assistance that the manufacturer can offer is so to band the bundle that theft will be discovered if committed. No investigation of losses from this source has been made by the writer except at Valparaiso.

MERCHANTS' INSTRUCTIONS—INSPECTION BEFORE SHIPMENT.

Order blanks should have sufficient space for the merchant to write in full his instructions for packing. He should state the name to be used in classifying the goods. His wishes should be followed absolutely. Stencils must be used in marking. It is illegal for goods to enter Chilean customhouses with marks, names, and directions painted on with a brush. If a secondhand box is used every old mark should be planed off or scraped off, so that there will be no confusion. Complete marks should be put on as many sides as is possible. This may prevent the box being tipped over one or more additional times.

Many manufacturers are unwilling to believe that their particular method of preparing goods for export is anything it ought not to be, and their packing-room foreman is apt to be very insistent that the work has been well done. It may have been, from his point of view, but that standard may be a domestic one. He may think that what is good enough for North Dakota is good enough for Chile and Bolivia, but such a conviction, if not in accord with the wishes of the client, is

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comparatively unimportant. The really vital point is that American manufacturers want to sell goods. In order to do that they must please the purchaser. They do not constitute the only source of supply, and in order to satisfy the client they must pack in such a manner that the regrettable opinions abroad concerning our practice in this regard shall be effectively dispelled. That we probably do not pack, on the whole, as well as the English may be attributed to the fact that they have been doing an over-sea business in manufactured articles for centuries, while Americans have been engaged in that occupation for a relatively short time. It may as well be admitted that, as a Nation, we have certain things to learn about export trade, and one of those things is the proper form in which everything we make is to be put up, not for South America, but for Mollendo, Callao, Punta Arenas, or Rio de Janeiro, as the case may be. Certain organizations have made a careful study of this subject and make a practice of acting as inspectors or examiners of goods about to be put aboard. One of the best-known firms in the United States, internationally famous as inspectors and engineers, has lately had reason to make a careful study of the conditions on the South American west coast and has been employed to inspect all the material purchased for one of the Governments. It is assumed that this firm would be in a position to act for many clients for a small charge, investigating every package about to be shipped and having it fixed properly if it shows signs of any deficiencies in packing. It is not necessary to employ a big firm to do the inspecting if one does not feel so inclined. It should apparently not be difficult for a manufacturers' association, or a group of firms, to employ some competent man as their dock inspector, to pass on all shipments before they are put aboard. The charges for such services should not be put against the account of the client. It is money spent in a form of insurance, of course, but it is also an expenditure in the direction of self-education. If it is found that packages are coming to the dock in bad condition, it is easy to trace the blame. If the practice continues, there is one essential point to be considered—namely, that the reputation of the house is being endangered in foreign fields because somebody does not pack according to instructions.

VARYING LOCAL CONDITIONS—EXAMPLES OF GOOD PACKING.

While the writer is discussing this subject he desires to say that notes concerning the proper methods of packing for one part of South America do not necessarily have any value when one is considering another part. Goods may be landed at Buenos Aires or Santos with great ease, but landing them at Valparaiso, or even Antofagasta, is not a task for amateurs. Also the proper method of packing tools is not necessarily the proper one to be followed when tin lanterns are concerned. Tools pay no import duty, while lanterns pay a duty of a little more than $0.16 per pound, gross weight. Assuming that wood weighs about 4 pounds per board foot, it is seen that the import duty on the packing in the latter case would be $0.65 per board foot, which is rather high. No single manufacturer is expected to know all the specific points of this nature about each article, but he can easily request the client to instruct the salesman with care. The

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client might overlook the point in some cases, but this is doubtful if there is space on the order blank for packing instructions.

Let the manufacturer consider for a moment the results obtained by three exporting interests through their studies in packing. One who travels in any foreign land and visits the customhouse or docks will occasionally see broken boxes and torn bundles, but among the heaps of goods he will find packages of a certain kind that are practically always in good condition. They are seen not only at the docks, but at the distant ends of railways and burro trails, undamaged and ready to return if necessary. They contain tea from Asia, or oil, or sewing machines. It is betraying no secret to say that the designs of these packing cases have been the cause of economies amounting to thousands of dollars per year. More than that, they have, in the case of two American companies, brought about a reputation for packing of which any organization might well be proud.

IMPOSITION OF FINES.

Fines are imposed in nearly all countries for evasion, either real or apparent, at the customhouse, and it costs less to make a clear and exact statement. Companies with whom the writer has been associated have learned to their cost that copper track bonds and carbon brushes are not "electrical supplies" when entered at a foreign customhouse. It is quite certain also that files and razor hones are neither tools nor hardware. The difference between the classifications in Chilean customs tariffs is approximately $0.17 per pound gross weight, with a fine of double the tax, payable in part to the discoverer.

Insurance should be taken out in the United States against damage and theft in transit. The local merchant can not collect his losses by mail, but can generally supply satisfactory proof.

DESIRABLE METHODS OF PACKING TOOLS.

It is not purposed in this report to attempt the determination of every variety of packing, because the problem is as extensive as a list of hardware. As a fundamental principle, however, it may be reliably assumed that anything that can be wrapped in light paper, to avoid rust and scratches, and then placed in a cardboard box, to facilitate handling by the merchant or the clerk in charge of the shelves, should be so prepared.

Neat inner packing is highly desirable for tools, but of course the use of cardboard boxes is not recommended for bolts and similar articles. If a manufacturer takes enough pride in his product to wrap pieces of thin white paper around the articles, the workmen will undoubtedly be impressed by this fact and themselves be proud of the tools and take good care of them. Through such care they last longer and work better, and the reputation of the tool is accordingly improved or sustained, as the case may be.

Dado planes, for example, might require the removal of the iron and the laying of the block on the flat side, in order to avoid excessive space requirements. Other details of this kind will occur to any packing clerk or foreman. The cardboard boxes should have the [illegible]he tool, its size, blank spaces for the insertion of price

figures, the name of the factory, and the trade-mark. This last is important. If it can appear in a bright color so much the better, but if the prevailing custom of the factory has been to use dull colors they should not be changed, since it certainly does not pay to alter either trade-marks or the colors in which they may ordinarily have been exhibited.

The method of packing just mentioned is not unusual with American tools, and the suggestion that it is the proper practice is not for the purpose of trying to initiate something new, but to indicate to the manufacturers that it is not only an excellent method of presentation in itself but is so considered by the merchants and consumers in Chile. It is one of the causes for the present and past sales of American goods. The continental European competitors generally ship tools in such a manner that they must be piled loose, or else they arrive done up in brown paper and wads of string. In the latter case it is impossible to distinguish a package of files from one of chisels, and the merchant's shelves resemble those of a second-hand store. Progressive merchants in Chile (and there are many such) are as much interested in the appearance of their stores as are dealers in other parts of the world.

CHARACTER OF OUTER COVERING.

After the tools have been placed in cardboard boxes the outer covering should be prepared. It should consist of a closely nailed box. If it is not too expensive to tongue and groove the boards, so much the better. The labor in matching rarely costs very much. A little lumber is lost, but not a great deal. (This is not necessary for all articles; the writer is here discussing tools, scissors, knives, files, bits, and other high-grade merchandise.) After the case is made it should be lined with oiled paper, in order that dampness may not enter and affect the appearance of the cardboard or contents. On the oiled paper may be laid the cardboard boxes, to a depth of one or two layers; then a thin piece of cheap wood should be laid on to distribute the weight of each layer over the lower ones. If there is danger of crushing and of the destruction of the cardboard boxes, then the boxes on the sides should be replaced by inserts of wood that will support the separators. When the case is filled it should be so nailed that the merchandise will not be cut nor nails stick out to catch one's hand. A box is not tenderly handled by an ignorant stevedore if it has nails that lacerate him.

If the box is less than 150 pounds in weight, the lumber should not be less than $\frac{3}{4}$ inch thick, and if from 150 to 300 pounds (the latter being about as heavy as is ordinarily desired) the wood should be ordinary 1-inch stuff as a minimum, with extra framing around the edges in all cases. No knotty boards should be used. They detract from the strength and afford convenient holes to be punched through by unauthorized persons who would like to know what the box contains.

After all this is done, locked iron straps should be put on and nailed tightly to the box. The lock on the strap, previously referred to, is nothing more than a tongue entering the corresponding opening, pressed close and nailed. Its presence indicates clearly where any-

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thing has been tampered with. The straps should be an inch wide if the box is over 100 pounds, although narrower ones, or fewer of them, might be used on a lighter box.

If the buying merchant has any other choice in packing, his wishes should be gratified, but if no instructions are issued and the case or box described above is broken, or the merchandise damaged, the shipper may feel that he has just cause for complaint against some one on the ground of carelessness or malicious injury.

ADVANTAGES OF LARGE CASES.

Tools do not pay duty, nor do their packing cases, and so long as this law remains in force there will be little reason for criticism on the part of buyer because of a little extra freight on the lumber. As regards sizes and maximum weights of cases, there is usually no appreciable difference in ocean freights because of a slight increase in weights of boxes. It is desirable to make the shipment in as few boxes as possible. The customhouse broker makes a charge per case and not per weight or value. The decrease in number of cases also reduces the amount of clerical work all along the line and makes the customhouse inspection easier. The Chilean railways lump the shipment and charge for the unit of 100 kilos or fraction thereof (kilo=2.2046 pounds). For example, the freight on one case of 40 kilos is exactly equal to the freight on a case of 100 kilos. If the two are shipped on one bill of lading, the charge is not on 140 kilos but on 200 kilos. If a shipment of five boxes of 20 kilos gross, each, should all arrive together and be forwarded together over the railroad, the charge would be on 100 kilos; but if one box were delayed and forwarded separately to an interior town, there would be a charge for 100 kilos on each of the two shipments.

If the articles were all sent in one case of 100 kilos, however, there would be no possibility of separation of the shipment. The principal advantages in the large size, then, are the relative ease in making out all documents, in keeping track of the shipment, and in inspection, as well as the reduction of expense in customhouse brokerage and cartage. If the shipment is large, the cases should not fall below 100 kilos (220 pounds) and may well weigh as much as 125 to 150 kilos (276 to 331 pounds). Since these weights seem to correspond to the expressed wishes of the recipients of the goods, it would appear desirable to bear them in mind. The same data hold good with respect to the weights of any merchandise ordinarily shipped in cases. This will probably be surprising to many persons who have read of the advantage of breaking up boxes into small sizes when shipping to South America, in order that mules or goats may carry them about. That may be true as regards the lofty Andes of Bolivia and Peru, but most hardware coming into Chile travels on a railroad or, at worst, in a bull cart.

TACKS AND NAILS—COMPLAINTS CONCERNING OTHER ARTICLES.

In the packing of tacks and nails the local preference is for kegs. There is complaint from time to time about the short weight of the smaller nails, and it is suggested that strap iron be used across the heads of kegs of tacks and screws. The European manufacturers

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seem to have the best of the situation in these two articles, partly because of a difference in packing and partly because of a difference in price.

Lamps and lamp chimneys require the most careful attention in packing, and cases, to be satisfactory, must be as large as can be handled by two men.

There is much complaint in Chile against the general American practice in the preparation for shipment of articles of cast iron, coffee mills, meat cutting or grinding machines, parts for grindstones, stoves, and material in thin tins, such as paints and varnishes. It is said that coffee mills rarely reach Chile without the handles being broken, because they are generally shipped in crates of thin and flexible wood, with little or no interior protection, and the mere tipping and jolting of the box breaks up many of the pieces. It is recommended that interior spaces be closed. The French often pack such articles with good corks and steel shavings used for floor polishing—after having consulted the purchaser, of course. Not only does this protect the merchandise, but the packing is salable. In addition the fact of its being there makes the box contain assorted merchandise, which, in this particular example, pays a lower rate than that levied on several of the articles if they were shipped alone.

One merchant reports that he has received a box of literature, unsolicited, along with his shipment of varnish, that cost him $6.50 to obtain, since he had to accept the shipment complete.

IMPORTANCE OF ACCURATE DECLARATION OF WEIGHT.

One point that simply must not be overlooked is the danger of declaring the weight to be less than it really is. One experience in connection with this was unfortunate in the extreme. The bills were all made out properly, and only the consular invoice stated that the shipment weighed a certain amount, when the actual weight was greater. The inspector ascertained this by actually weighing the shipment, and his discovery resulted in payment to him of half the fine of about $300. He was insistent and was supported by law. The British employer of the clerk who made the error paid the bill of approximately $60 and did not leave the innocent purchaser to suffer. An error in the other direction (declaring a weight greater than the real one) is not an offense, and claims may be made and settlement effected on the rectified weight.

PACKING AND TARIFF: AUSTRALIA.[1]

Since goods imported into Australia have not always been forwarded with proper attention to local regulations and practices, it seems advisable to set forth the difficulties that have recently been encountered in actual transactions. Australian importers have had trouble not only with American shipments but with shipments from other countries. At a time, however, when we are making a special effort to handle our foreign trade effectively, it is worth while to make our transactions as clean-cut as possible.

[1] From "Exporting to Australia," by Philip B. Kennedy, Miscellaneous Series No. 45, Bureau of Foreign and Domestic Commerce.

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PACKING.

Considerable trouble has been caused Australian importers through inadequate packing of American goods. A fair quantity of American goods comes out with "insufficiently packed" stamped on the steamship bill of lading. When this stamp appears all responsibility on the part of the steamship company for loss due to broken packages is waived. If the importer finds cases broken and part of the goods stolen he has no recourse, except to try to hold the manufacturer who shipped the goods. Since he has usually paid for the goods before he secures possession, he does not approach the task of securing satisfaction for the shortage very cheerfully.

It is unfortunate for American exporters to be forced to take anything but a clean bill of lading. Export commission houses attempt to avoid this difficulty by repacking goods and charging the manufacturer for the expense whenever steamship companies refuse to accept the goods without the "insufficiently packed" clause. Sometimes, when goods arrive at the shipping port just before the sailing of this vessel, export commission houses have not time to repack the goods and have to take chances. These firms, however, usually make good to the importer for losses due to poor packing and assume the responsibility of going back on the manufacturer.

If goods are forwarded direct, sometimes the importer has great difficulty in securing satisfaction from the manufacturer; occasionally he has to stand the loss. This should never occur if the loss is due to poor packing.

Strong packing for Australia is especially to be recommended because of pilfering. The manager of a large Sydney department store has experienced the following recent instances of American goods pilfered on account of broken cases: Shoes, hats, hatpins, bath mats, confectionery, toilet soap, women's coats, corsets, and nightgowns. Another importer received a case of men's overcoats from the United States with only one overcoat remaining.

The practice of advertising an article by inspection on the case is of doubtful commercial value, as it furnishes temptation to theft. Even fairly strong cases may be broken intentionally.

Occasionally importers accept cases from the steamship companies in apparently good condition, which they later find to be short. "Concealed loss" may have resulted before the goods left the United States. One such instance relates to cases received from a hardware company, presumably containing saws. When opened in the warehouses these cases were found to contain nothing but American newspapers, ashes, and bricks. The exporting firm, which had had a strike at its plant at about this time, decided that the loss must have occurred at or near the works and settled for the entire amount. Reasonable care should always be taken to check up the contents of cases before they are sent out from the factory.

Packing cases commonly used in domestic trade in the United States are often unsuitable for shipping to Australia. Care should be taken to build cases of strong material which may not be easily broken in. Cases for many articles may well have a zinc lining. The type of packing case adopted should depend upon particular conditions. A little thought and attention devoted to standard cases for foreign shipment will forestall many annoying settlements.

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INSURANCE.

Except in special instances goods shipped from the United States are insured f. p. a. (free of particular average). This means that partial loss is not paid for. Where goods are liable to damage from moisture special provision for this should be made in the policy. Steamship companies on receiving bright articles usually mark the item "more or less rusty." This clause was recently stamped on a bill of lading against a shipment of wire consigned to a Melbourne importer. The wire, which had been covered with paraffin, arrived in perfect condition. The steamship company had simply avoided risk. However, axes, watches, clocks, and similar articles should be insured against damage by moisture. Valuable articles, such as revolvers and rifles, should be insured against pilfering also.

A small insurance premium to cover these risks is sometimes essential. The consignee will cheerfully pay it in such cases when properly included with other expenses in the draft.

Goods valued at over £100 ($487) should not be shipped in one case. Even when a clean bill of lading is issued steamship companies will not be liable for loss of over £100 for any one case. Either pack goods in cases valued at less than this amount or insure against pilfering.

DOCUMENTS REQUIRED.

As a rule, only the usual shipping documents are required. Generally documents are sent to local banks attached to drafts made out "to order." Documents are surrendered to importers by the banks when acceptance of the draft is arranged. In addition to the steamship bill of lading, which must be produced to obtain the goods from the steamship company, manufacturers' invoices must be included to be given to the Customs Department in order that duties may be properly assessed. Where there is doubt as to the value set out in invoices, statutory declarations must be made out by manufacturers according to a set form. When there is suspicion that goods are of enemy origin (enemies of Great Britain), affidavits as to origin may be asked. If British consuls in the United States are not in position to take such declarations affidavits should be certified by a notary public in accordance with the laws of the several States.

A packing list should be included with the documents to facilitate the handling of the goods. This list should set out the number of cases in the shipment, with contents of each, and should show accurately the marks or numbers affixed to the various cases. Cases should be numbered consecutively in any given shipment, as, for instance, 1 to 20. Where frequent shipments are being sent to one importer, it may be convenient to number various shipments consecutively. For instance, the first shipment might be cases 1 to 10, the second 10 to 30, and the third 30 to 46, and so on. This will prove of advantage where cases are lost, since it will make possible more accurate tracing.

Certification by British consuls of invoices sent to Australia is not required. In making out invoices the principal requirements are that values be stated according to certain rules and that an accurate trade description be given of the commodities.

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FORWARDING DOCUMENTS.

A certain amount of difficulty has been experienced in Australia because drafts with documents attached have arrived ahead of shipments. This has usually occurred on railway export bills of lading issued by railway companies at interior points of shipment. Railway companies have evidently been unable immediately to secure berth space on steamers, and the goods accordingly may have been stored in the freight yards near New York at a time when the importer was called upon to accept the draft.

The banks have made the importer personally liable in such cases, because they do not consider railway export bills of lading security. If the importer has little credit the bank may have to pay a sight draft and take a chance with inadequate security.

Drafts should not, as a rule, be forwarded until the goods have actually left the port of shipment. This may mean that the exporter may have to wait for his money pending delay due to congestion. If delay due to congestion continues, at least some special arrangement should be made between the exporter and importer. It is unfair to let the importer in Australia stand all the costs, especially when he does not understand the reason.

A more common difficulty is to have documents arrive after the shipment. Goods have frequently been delivered without the presentation of documents through an adequate guaranty placed by a local bank. If the importer can not arrange for the guaranty he has to wait. In any case he has more or less trouble and expense.

The documents may be late because of delay in discounting drafts, but the principal reason is that the invoices have not been properly made out when the shipment leaves. Export commission houses in New York frequently are required to return invoices to manufacturers to get them made out properly. If the invoices do not come back promptly in the right form the late arrival of documents in Australia is very likely.

CLEARING GOODS.

American goods should not be assigned to customs brokers, except under instructions from the importers. The principal wholesale firms and the larger retail establishments clear their own goods. Firms that are fully equipped to do their own clearing are often amazed to find their shipments consigned to customs brokers.

DUTIABLE VALUE.

Duties are assessed upon the f. o. b. value at port of shipment, plus 10 per cent. First, the manufacturer's invoice should show the factory value of the article at the net price that would have to be paid by a cash purchaser for home consumption. Trade discounts will be allowed according to common practice in the purchase of like amounts for home consumption. Although goods may be sold more cheaply abroad, and although greater discounts may be given, this does not affect the value for duty. It should be clearly understood that the dutiable value is based upon values for home consumption.

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...ry should be added inland cartage;
...ge necessary to put goods on board
... of the inland freight; cost of
...ment; inland revenue duty,
... affixed; and royalties.
...side packing in which
... exchange, indent
...luty, inspection
... stamps on

...urnished
...ttempts to
...plied in each
...nstance, is not

...ssion houses furnish
...o the Customs Depart-
...en experienced in dealing
...set of regulations has been

...ulating duties reduces dollars to
...ppears to be reasonable in view
...ed on imports at the value of the
... and the difference in exchange is re-
...ls in various countries. There is also an
...is policy, since it obviates any misunder-
...ion of exchange. Converting dollar values
...nt lower values on American imports than
... values were computed at current rates of ex-
...nds result when $4.86 is taken than would result
... reckoned as a pound.

... factor in determining dutiable value is the time
...se goods are invoiced in the United States as worth
...ent is delayed for three months, and when the goods
... their value for home consumption in the United States
... $1,500. The dutiable value would be $1,500; since the
...id by the consignee, who reaps the benefit of the higher
...s practice is reasonable.

TRADE DESCRIPTION.

...ommodities should be listed in the invoices and goods stamped
conformity with the provisions of the "Commerce (Trade De-
...riptions) Act" as it is officially entitled. This act, passed in 1905,
still in effect. The object of this law is similar to that of the
...re-food law of the United States. It aims to protect the con-
...mer. In scope, however, the Australian commerce act is much
...oader. In respect to imports it covers articles used for food or
...ink by man, medicines, manures, apparel (including boots and
...oes), jewelry, and agricultural seeds and plants.

Invoices should show a true description of the goods, the name of
...e country in which the goods are manufactured or produced, and
...hether the weight or quantity set out is gross or net. This is in

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addition to the statement of value already touched upon, and packing marks, which should be shown in detail in a packing list.

In giving a trade description of an article, if it is composed of two ingredients, the more important should be named first. For instance, if hosiery were of silk and cotton, the predominating fiber should appear first.

The place of origin and the character of the commodity should also be stamped upon the article. For instance, if hosiery is made in the United States, and contains silk and cotton, mostly cotton, it should be marked "Made in U. S. A. Cotton and silk."

Abbreviation which may deceive the consumer is not allowed. Recently a consignment of hosiery appeared from the United States which was stamped "Art. silk." This was an abbreviation for artificial silk. Since the Customs Department considered that this description would deceive the consumer, it was not accepted.

The enforcement of these regulations for proper description in the invoices and upon the goods is now becoming more rigid. Formerly when goods arrived without proper description importers were allowed to do the marking, and upon giving security to show that this was properly done the matter was closed. The customs authorities are now asking for an explanation of irregularities of this character. The customs authorities are reasonable and do not impose fines. They do, however, insist upon full and reliable information. Importers may now experience serious difficulties in straightening out irregularities. Where willful deception is attempted the matter will be taken into the courts.

Importers usually furnish information about the provision to be complied with when orders are placed. Even in such instances manufacturers in the United States frequently fail to observe the regulations. One of the largest department stores in Australia sent a traveler to the United States a few months ago to buy goods. This traveler placed a fair-sized order through an export buying house in New York and furnished this firm with copies of the Commerce Act. When the manager of the store in Sydney received the invoices for this shipment, comprising invoices from 27 manufacturers, none was made out according to the requirements. This illustrates a poor way to cultivate friendly trade relations with Australia.

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